

NOTE THE SOAP INDUSTRY SECTION

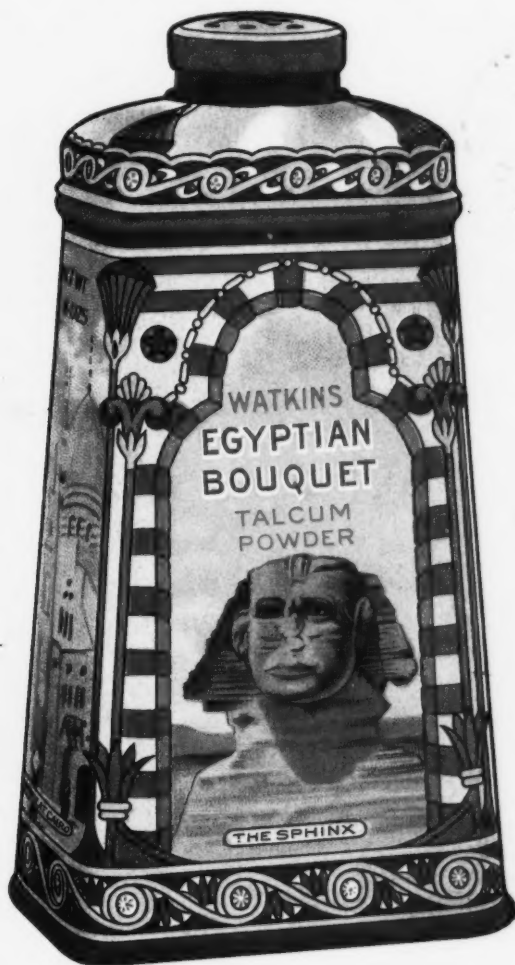
The American Perfumer

and Essential Oil Review
PERFUMER PUBLISHING CO.

80 MAIDEN LANE, NEW YORK

JUNE 1917

VOL. XII
NO. 4



(SEE PAGE 9)

AMERICAN CAN COMPANY

(STOPPER FACTORY)
NEW YORK

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The American Perfumer

and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

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THE WAR TAX SITUATION.

In the Senate Finance Committee's readjustment of the proposed war taxes there seems to be a ray of hope that manufacturers will not be taxed completely out of existence. The reduction of the levy on gross profits from 5 to 2 per cent. is an important concession. Splendid work has been done at Washington by Messrs. Spiehler and Crounse for the Manufacturing Perfumers' Association, and by Messrs. Bond and Lannen for the Flavoring Extract Manufacturers' Association. They and their associates will continue to watch developments, for there still are breakers ahead. The War Revenue Bill must be the subject of conferences between committees of the Senate and the House, and both bodies have yet to take a final vote.

Our Washington correspondent sums up the situation admirably in the following letter:

WASHINGTON, June 18.—The war revenue bill has been slowly shaping up into more or less final form in the Senate Committee on Finance for several weeks. Carrying authorization for raising between one and two billion dollars annually of additional revenue, naturally honest differences of opinion over its provisions might be expected, and the situation has been perhaps complicated by the fact that the members of both great political parties who belong to the committee have been in on its deliberations, in contrast with the customary method of framing revenue legislation which has usually been regarded as a partisan matter.

Not the least of the points in controversy has been the question of taxing whisky, distilled spirits or alcohol, with which has been complicated the questions of food conservation and national prohibition, as a war measure or as a permanent policy of this government. These questions, affecting as they do the use of alcohol in making perfumes, toilet preparations, flavoring extracts and various proprietary articles, and for numerous scientific, medicinal, industrial and other purposes, except beverage purposes, have engaged the attention of manufacturers, scientists and others interested in the subject. The committee has had plenty of advice on both sides of every phase of these questions. It has considered and reconsidered the situation, and at this time the present status of the Senate bill is in part as follows:

Distilled spirits are taxable at \$2.20 per gallon, just as in the House bill.

Wines are taxable at from 6 cents to 50 cents per gallon, according to the alcoholic content.

Grape brandy used in fortifying sweet wines is taxable at \$1 a gallon over the House rates.

Perfumes, essences, extracts, cosmetics, toilet preparations and similar proprietary articles are taxable at 2 per cent. on the gross selling price of the manufacturer, as compared with a 5 per cent. rate provided for in the House bill.

Flavoring extracts for domestic purposes are not tax-

able under the Senate bill, but extracts for soda fountains and soft drinks would be taxable at from 3 cents to 12 cents per gallon, according to their value, as compared with the House bill rate of tax of 10 per cent. of the selling price.

Patent medicines and proprietary drugs are taxable at 2 per cent. of the manufacturers' price, instead of 5 per cent., as under the House bill.

The Finance Committee has voted in favor of an amendment offered by Senator Gore, of Oklahoma, to make the manufacture of distilled spirits practically prohibitory by placing a very high tax on the materials entering into the production of such spirits. The Gore amendment has assumed several forms from time to time. Following is the form:

"Sec. 300½. In addition to the tax imposed on distilled spirits by existing law and under the preceding section of this act there shall be levied, collected and paid on the materials from which such spirits are manufactured after the approval of this act the following tax: On all grain, cereals and other edible products and materials, a tax of \$60 per 100 pounds, and on all molasses, sirups or other fermentable products and materials, a tax of \$5 per wine gallon; and every distiller using any such materials shall keep such records and file such returns and bonds, and the tax shall be paid at such times and in such manner and subject to such credits as the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, may prescribe or require: *Provided*, That the provisions of this section shall not apply to distilled spirits withdrawn free of tax under existing law, or withdrawn and used exclusively for industrial, mechanical, medicinal and scientific purposes, under such rules and regulations as the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, may prescribe: *Provided further*, That such spirits shall not be withdrawn for export except upon the application of an accredited representative of a nation now at war with the Imperial German government, in which application it shall be declared that such spirits are withdrawn for other than beverage purposes."

The far-reaching character of the Gore amendment may be appreciated at a glance. In its first form it would have applied the prohibitive tax to materials entering into alcohol used in the manufacture of perfumes, toilet preparations, flavoring extracts and proprietary articles of many kinds, including drugs. The effect would have been destructive to these industries, as it would have been to the numerous industrial, mechanical, scientific and other uses of alcohol for other than beverage purposes.

Senator Gore told the correspondent of the THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW that it was his intention to exempt from prohibitive taxation alcohol that is denatured, exported, wanted by colleges and universities, or for government purposes, and alcohol used exclusively for industrial, scientific, educational, mechanical, medicinal and sacramental purposes.

It was after that that the later version of his amendment appeared, and as it exempts from prohibitive taxation alcohol used for "industrial, mechanical, medicinal and scientific" purposes, it would seem to protect the interests of the perfumery and related industries to a certain extent. However, the amendment apparently would interfere with the exportation of distilled spirits and articles made from it unless they are wanted by the governments allied with the United States.

It is learned at Senator Gore's office that his latest idea is to have the bill provide that the prohibitive tax would apply only to materials entering into the distillation of spirits for strictly beverage purposes, and Senator Simmons, of North Carolina, chairman of the Committee on Finance, is reported to have given assurances that industrial interests would be protected from the prohibitive tax.

If they were not they would be subjected, it is said, to an extra tax of about \$16 per gallon on alcohol used in making perfumes, cosmetics, toilet preparations, flavoring extracts, drugs, etc., assuming that any alcohol would be made for those purposes, as that is about the way the proposed tax of \$60 per 100 pounds on grain, etc., used for distilling, would figure out, according to the formula of Mr. McCoy, an expert attached to the com-

DON'T STOP.

When someone stops advertising,
Someone stops buying.
When someone stops buying,
Someone stops selling.
When someone stops selling,
Someone stops making.
When someone stops making,
Someone stops earning.
When everyone stops earning,
Everybody stops buying.
Keep going.—J. J. Geisinger, in *Printers' Ink*.

mittee. That would have made the total tax on such spirits under the present law and the pending bill \$18.20 per gallon, plus cost and profit and wastage.

Another amendment of Senator Gore's reported to have been adopted by the Finance Committee would have prohibited the importation of alcohol or distilled spirits unless made before the passage of the act and when intended for tax-free uses. A third amendment also adopted, it is said, would impose a prohibitive license tax of \$5,000 per annum upon retail dealers in distilled spirits.

One feature of the original Gore amendment, according to certain experts, would have been its resulting in transferring to California practically the entire distilling business of the United States, as grapes and other fruits appeared to be exempted from the prohibitive "material" tax, but later developments indicated that that tax might apply to fruits also.

Closely related to the revenue bill is other proposed legislation along prohibition lines. When the Finance Committee voted to adopt the Gore amendment at first it was thought that that would be about as far as the prohibition movement would get in this Congress, but since then additional and rapid strides have been made in that direction. The Senate Committee on Agriculture has taken up certain phases of the matter, as has the Committee on Judiciary. Members of the latter have had in mind for some time a bill to absolutely prohibit the use of edible products for the manufacture of distilled spirits during the war. Senator Kenyon, of Iowa, has introduced a bill to condemn all the distilled spirits already manufactured, and utilize them for the production of munitions and for other government or allied uses.

A final amendment offered to the revenue bill by Mr. Gore reads as follows:

"Sec. —. That hereafter it shall be unlawful for any common carrier, or any other person or corporation, to ship, receive for shipment, transport, deliver or receive in interstate commerce, or in commerce among the several States distilled spirits, except when such spirits shall have been withdrawn from bond free of tax under existing law, or shall have been withdrawn for scientific, mechanical, industrial and medicinal purposes, under rules and regulations to be prescribed by the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury. Any corporation violating the provisions of this section shall, upon conviction thereof, be liable to a fine of not less than \$1,000 and not more than \$5,000, and any natural person and the officer or agent of any corporation violating the provisions of this section shall, upon conviction thereof, be liable, for the first offense, to a fine of not less than \$25 and not more than \$250, and, for a second or subsequent offense, shall be liable, in addition to such fine, to imprisonment for a period of not less than one month, and not more than one year: *Provided*, That the words "interstate commerce," as used in this section, shall be construed to include trade or commerce between any State and another State, or between any State and the District of Columbia, or between the District of Columbia and any State."

It is said that this would be a fitting companion to the Jones-Reed amendment to the post office appropriation bill enacted at the last session of Congress, and to the old law relative to the restriction of interstate commerce in distilled spirits.

There is a report that modification of the Jones-Reed amendment may be taken up soon in an effort to adjust the law so that certain matter relating to distilled spirits and liquors for industrial, mechanical, medicinal and scientific purposes, including the manufacture of perfumes, cosmetics, toilet preparations, proprietary articles, patent medicines, drugs, flavoring extracts, etc., may be transmitted by mail into "dry" territory. For the present the Post Office Department adheres to its ruling that the transmission of such mail matter can not be permitted, although the shipment of the spirits itself for the purposes indicated is permitted, *even by parcel post*.

An interesting question is the relationship in the operation of the proposed prohibitive tax on alcohol materials and the provision of the bill reported by the Senate Committee on Agriculture which prohibits the distillation of spirits. It is suggested that the so-called "material" tax would apply to spirits in process of manufacture, and the \$2.20 per gallon tax and the commandeering authority would apply to spirits already manufactured, while the prohibition against the production of spirits would apply to future operations.

It is believed that there is a fair chance that the prohibitive tax will become law, and the commandeering authority may do so likewise. The matter of prohibiting the distillation of spirits from food products it may be decided to leave to the proposed War Food Administration. Section 13 of the latest administration food bill is as follows:

"Sec. 13. That whenever the President shall find that limitation, regulation or prohibition of the use of foods, food materials, or feeds in the production of alcohol or of alcoholic or non-alcoholic beverages, or such non-alcoholic beverages as he shall determine, or that reduction of the alcoholic content of any beverage, is essential, in order to assure an adequate and continuous supply of food, he is authorized, from time to time, to prescribe, and give public notice of, the extent of the limitation, regulation, prohibition or reduction so necessitated. Whenever such notice shall have been given and shall remain unrevoked, no person shall, after a reasonable time, which shall be prescribed in the notice, use any foods, food materials, or feeds in the production of alcohol or of alcoholic or non-alcoholic beverages, except in accordance with the limitations, regulations and prohibitions prescribed in such notice, or produce any beverage having an alcoholic content in excess of the amount prescribed therefor in such notice. Any person who willfully violates this section shall, upon conviction thereof, be punished by a fine not exceeding \$5,000, or by imprisonment for not more than two years, or both."

This bill has been reported to the House and Senate, and is to be pushed ahead of other legislation, including the revenue bill.

Following the Finance Committee's favorable vote on the prohibitive "material" tax a delegation of flavoring extract manufacturers conferred with members of the Finance Committee, and expressed the belief that their industry would be destroyed with such a tax in addition to the \$2.20 per gallon tax on distilled spirits, and the high cost of materials, labor, etc., which it has to meet.

The committee has heard from a number of other people interested in the perfume, cosmetic, toilet preparation, flavoring extract, soap, drug, proprietary medicine and distilling industries with reference to proposed taxes. The Wholesale Liquor Dealers' Association argued that the proposed \$2.20 per gallon tax on distilled spirits would be uncollectible, and suggested an increase to a "reasonably safe" point, together with a 20 cents per gallon differential on spirits distilled after the passage of the act, with a view to discouraging the use of foodstuffs in distillation from that time on.

The National Association of Retail Druggists, through a representative in person and by brief, has urged that the war tax should not apply to alcohol used for sacramental, medicinal, scientific, mechanical and other non-beverage purposes. The point was made by these interests that there is no argument in favor of the proposition that the Treasury Department cannot distinguish for revenue purposes between beverage and non-beverage alcohol. It was also stated that alcohol used for medicinal and other non-

beverage purposes now bears a tax of \$2.07 per gallon, or only 13 cents less than \$2.20, the proposed new rate on distilled spirits. It is not believed, however, that Congress will make the distinction desired relative to non-beverage spirits.

The Interstate Manufacturers' Association, representing makers of flavoring extracts, soaps, toilet articles and similar articles, protested against the proposed taxes on gross sales of those articles, and against the increased spirits tax. C. F. Sauer Co., Richmond, Va., wanted alcohol for culinary and commercial purposes separated for taxation from whisky, protested against making the new taxes effective May 10, when the bill was reported to the House.

John L. Clawson, of Philadelphia, representing the flavoring extract manufacturers' association, objected to the high tax on alcohol, which he said would make spirits cost the trade \$5 a gallon or more, and advocated exemption from additional taxation of the alcohol used in making extracts.

The wine tax was objected to by Senator Phelan and Representative Lea of California; William Kent, member of the Tariff Commission; Alphonse Wile, New York, the Family Wine and Liquor Dealers' Protective Association, and others.

The proposed tax on sirups and soft drinks and extracts therefor was protested by John S. Candler, representing certain producers of those articles, and by other interests also. Thomas R. White, Philadelphia, representing Charles E. Hires Co., urged equalization of the tax on extracts, and F. Edward Mitchell, of this city, pointed out that the manufacture of such products would be subject to many taxes, including the ad valorem on imports, the alcohol increased tax, and the tax on the finished product, not to mention the income and excess profits' taxes.

Douglas W. Hutchinson, of Chicago, representing the National Manufacturers of Soda Water Flavors, objected to the proposed tax on flavors, sirups and extracts, and advocated a specific instead of an ad valorem tax.

H. T. Cumming, of Rochester, N. Y., and S. H. Mutch, of Philadelphia, also opposed the sirup and extract taxes.

Harry B. Thompson, general counsel of the Proprietary Association, protested against the language of the excess profits tax sections of the revenue bill, and against the specific volume tax of 5 per cent. on proprietary medicines. Charles M. Woodruff, representing the American Drug Manufacturers' Association, advocated a 25-cent per gallon tax on ethyl alcohol not made from cereal, grain and sugar, and not used in making beverages, instead of the proposed \$2.20 tax. He also asked that the tax on proprietary medicines, drugs, etc., be stricken from the bill, and protested against any stamp tax on such articles. Communications along these lines have been received by the committee from the Malthie Chemical Co., Newark, N. J.; Bauer & Black, Chicago; A. R. L. Dohme, Baltimore; Tilden Co., New Lebanon, N. Y., and others.

Louis K. Liggett asked the committee if it is determined to impose a tax on proprietary preparations, toilet articles, cosmetics, soaps, etc., to follow the Canadian plan and collect the tax when the article taxed passes into the possession of the consumer. The proposed proprietary taxes were attacked by Samuel C. Henry of the Retail Druggists' Association.

Levi Cooke and the National Association of Cordial Manufacturers urged that the proposed supertax on rectified liquor be eliminated from the bill, so that cordials would not be subject to double or triple taxation under an alleged "joker" in the bill.

The proposed flat tax of 5 per cent. on soaps is strenuously objected to by the Manhattan Soap Co. of New York, which suggested that that tax be limited to soaps selling for 10 cents or more per cake.

Following up W. O. Thompson's statement before the Finance Committee in behalf of the N. K. Fairbank Co., Sullivan & Cromwell, attorneys of New York City, filed a brief, suggesting that the language of the bill be clarified so that instead of mentioning generally "toilet" soaps, it cover "soaps used for toilet purposes." The brief is in part as follows:

"For the easy reference of the committee we reproduce the present form of the bill with the parts omitted in the

suggestion above shown in brackets and the new parts in italic.

"(h) Upon all perfumes, essences, extracts, toilet waters, cosmetics, vaselines, petrolatums, hair oils, pomades, hair-dressings, hair restoratives, hair dyes, tooth and mouth washes, dentifrices, tooth pastes, aromatic cachous, and all [toilet] soaps and powders and other similar substances, articles, and preparations [or any similar substance, article or preparation] by whatsoever name known or distinguished, which are used or applied for toilet purposes, and which are sold by the manufacturer, importer or producer, a tax equivalent to 5 per centum of the price for which so sold; and."

"If it be the intention of Congress not to tax soaps of this third class, which are the toilet soaps of the middle and working class, then the bill should be drawn taxing just 'fancy' toilet soaps."

Allee I. Smith, on behalf of the Chesebrough Manufacturing Co., protests against including vaseline within the definition of cosmetics, as provided in the bill.

Franklin B. L. Stowe, representing Spencer Kellogg & Sons, Buffalo, N. Y., objects to the proposition to tax flaxseed oil and linseed oil.

The Finance Committee has a printed record of the hearings on the revenue bill, including the statement of D. H. McConnell, of New York, representing the California Perfume Co. He objected to classifying many of the products of the so-called perfumery trade as luxuries. He brought out the fact that the proposed additional tax on distilled spirits was intended to apply to alcohol used in manufacturing perfumes, toilet preparations, etc.

The revenue bill passed the House without material amendment relative to the sections taxing perfumes, etc. Several amendments were offered and several members discussed them, relative to the taxes on drugs, medicines, cosmetics, etc. Representative Anderson, of Minnesota, sought in vain to attach the following proviso to the end of the perfume tax clause:

"Provided, That the tax of 5 per cent. shall not be collected until the manufacturers of the articles enumerated shall have earned a profit of 8 per cent. upon the actual capital invested. For the purposes of this paragraph actual capital invested means (1) actual cash paid in; (2) the actual cash value at the time of the payment of assets other than cash paid in; (3) paid in or earned surplus and undivided profits used or employed in the business."

Representatives Meeker, Missouri; Kelley, Michigan; Kitchin, North Carolina; Smith, Michigan; Sears, Florida; Cooper, Wisconsin; Lehlback and Parker, New Jersey; Slayden, Texas; Montague, Virginia, and others spoke briefly about different phases of the taxes on proprietary articles, etc.

The tariff section of the revenue bill was stricken out some time ago by the Finance Committee. This proposed an ad valorem tax of 10 per cent. on articles now on the free list and an additional 10 per cent. on things now subject to duty.

The committee voted a one cent stamp tax on bank checks of \$5 or more. Taxes on other documents and commercial instruments have been agreed to substantially as in the House Bill. Many changes in the bill have been made. The excess profits tax rate is raised from 16 to 20 per cent. by the Senate Committee, but certain income tax notes are lowered from the figures in the House bill. The reduction of the proposed taxes on perfumes, etc., and proprietary drugs and medicines will reduce the total revenue to be raised under the bill by millions of dollars.

FINAL BRIEF FILED BY PERFUMERS.

The final brief filed by the Perfumers' Association and which had great influence in bringing about a reduction in the gross selling price tax from 5 per cent. to 2 per cent., is in part as follows:

"We wish to present briefly the chief reasons why the industries engaged in the manufacture of proprietary medicines, perfumery, dentifrices, toilet soaps, etc., cannot pay the proposed 5 per cent. manufacturers' tax.

"The war has depressed and not stimulated our

SECRET OF BEING INTERESTING.

A man who had, much to his own surprise, achieved a reputation as an easy and entertaining public speaker confessed that he had quite overcome natural timidity by considering the advice of his wife, who said, "you never have any trouble in talking logically and long to me. That being the case, you ought to be able to talk to, say, a half dozen of our neighbors. If you can do that it should be just as easy to talk to several hundreds. All you have got to do is to consider the crowd as an individual."

At his next opportunity, says the *Confectioners' Journal*, he tried out the idea and made a big hit. Now it's just the same with talking to a multitude through a printed advertisement. Try to get the attention of one unknown reader. Use your every-day fund of language, just as if you were sitting comfortably in his or your office. That's the kind of verbal ammunition that carries to the mark. Many a good advertisement loses half of its force because it is shot over the heads of those to whom it is addressed.

business. If we could close our factories until it is over without sacrificing our good will, our trade marks and our organizations, which represent millions of money and many years of unremitting labor, we would gladly do so, but we cannot.

"For many years the public has become accustomed to buying our goods in standard packages at round prices such as 10, 25, 50 and 75 cents, one dollar, etc., and these prices are plainly printed on the great majority of our cartons. Retailers cannot induce customers to pay more than these standard marked prices; hence, we cannot raise our prices to the retailer, as he is not in position to absorb the increase.

"If it is suggested that we can reduce the size of our packages in order to maintain present prices, we would say that, in the present state of the industries of the country, it is impossible to obtain new sized packages in less than a year and most manufacturers demand 15 to 18 months for deliveries.

"The problem of containers is already so acute that our producers are at their wit's ends to know what to do. Where glass can be had the price is up from 100 to 150 per cent. above normal, but it is very difficult to obtain. There is good reason to believe the manufacture of tooth pastes will have to be entirely suspended for the reason that these goods must be packed in collapsible tubes of pure tin, which will probably soon be entirely off the market. The British government controls the supply of pig tin which is now selling above 50 cents per pound as against a normal price of 20 cents, and the small quantity permitted to come to this country is in turn controlled by the Department of Commerce and will be used only in the manufacture of tin plate intended to be utilized in the packing of food products. A similar situation confronts the manufacturers of tablets, troches, ointments, salves and talcum powders, which can only be satisfactorily packed in tin containers, articles no longer to be had. Ninety per cent. of our talcums are employed in the nursery and hospitals and should in no way be confounded with face powders and other articles properly classified as cosmetics, the bulk of which are imported, although their aggregate quantity is negligible.

"The doubling of the alcohol tax threatens the very life of the drug business and deals a death blow to the perfumery and food flavoring extract industry. Standard toilet waters consist of 80 per cent. of alcohol and sell for about \$6 per gallon. At the new rate the government will receive \$3.40 as the tax on every gallon and therefore is more than an equal partner with the manufacturer and has a far greater interest than he in stimulating his sales. It will be difficult, if not impossible, to sell perfumeries at the

advance made necessary by the increase in the spirit tax; nevertheless, you propose to tax these articles 5 per cent. of the manufacturers' price and thus you jeopardize a tax of \$3.40 for the sake of securing 30 cents additional, a proposition that no business man would consider for a moment.

"The entire branch of the industry engaged in the production of goods subject to tax under Schedule B of the Act of 1914, sacrificed from 50 to 65 per cent. of its net profits in payment of the tax while the law was in force. The repeal of Schedule B last September came just in time to save many firms from disaster, but the increased cost of materials, labor, etc., since the repeal has wiped out the margin and many manufacturers will write their balances on the wrong side of the ledger during the coming year without any tax whatsoever.

"These producers have also been obliged to meet rapidly increasing competition from France, which has placed an embargo against importations of our products, although we make a liberal market for raw materials of French origin. The imports of goods classified under Schedule B for the fiscal year 1914 were valued at \$1,856,624, while for the ten months ending April, 1917, they already amount to \$2,740,164, or at the rate of \$3,300,000 for the full fiscal year, an increase of nearly 100 per cent.

"For the first time since the War of the Rebellion, Congress is proposing to tax soaps. Under the bill as drawn this tax will fall on every soap that can be used for the cleansing of any part of the human body, including such standard low-priced articles as "Ivory" soap and all other similar soaps that can be used for bathing purposes. It is also proposing to reimpose a tax on dentifrices over the protest of every dentist, physician and sanitary expert in the country and in spite of the fact that the Public Health Service and the medical departments of the Army and Navy are employing every means to encourage their use.

"But we yield to no one in patriotism, and if the committee in its wisdom decrees that some tax beyond the tax on alcohol, sugar, cocoa, etc., must be imposed on these industries, we respectfully submit that if your committee should levy a manufacturers' tax of 2 per cent., it can be absorbed by the manufacturer, and not passed on to the public and therefore need in no way demoralize the industry nor reduce consumption. Any increase in the rate we propose spells disaster for us, demoralization for the entire drug trade and, we sincerely believe, reduced revenue for the Government."

TOILET ARTICLES FOR FAR EAST.

There seems to be a rapidly growing demand throughout the Far East and Australasia for American toilet articles, says Commercial Agent Stanhope Sams. All through China, eastern Siberia, Japan, the Philippines, Straits Settlements, Malay States, and the Dutch East Indies, and in Australia he has found American toilet articles on sale, and a demand for a larger supply. The war has practically stopped the shipment of such articles from two main sources (France and England), and the products of a third leading supplier (Japan) meet their readiest sale in Japanese and Korean cities. This field could be worked up to a far greater extent than it is at present, and offers, indeed, one of the best opportunities for the American exporter. By "toilet articles" is meant everything that is generally included in the term, from safety razors to dentifrices and soaps.

Price Reductions Not Always Bargains.

I have seen bargain counters that had no real appeal to the people because they contained no real bargains. Mere price reductions are not necessarily bargain offers.—*Confectioners' Journal.*

TAXING DENATURED ALCOHOL.

Every once in a while somebody makes a proposal in Congress that makes persons who are interested wonder. For many years there was a campaign conducted on the need of denatured alcohol; of alcohol to be used in the arts and in manufacturing one way or another, but not to be used as a beverage. There are a vast number of uses for alcohol besides drinking it, and under an agony of effort the denatured alcohol bill was passed and became a law. So great has been the demand for it that the price has risen remarkably, but this is especially due to the demand for it in making inventions. Now the plan is published in Washington to tax denatured alcohol 25 cents a gallon. Its principal uses, according to the *Journal of Industrial and Engineering Chemistry*, is for making smokeless powder and detonators, ether, chloroform, iodoform, alkaloids, tincture of iodine and other hospital supplies, and artificial leather, aeroplane wing coatings, disinfectants, etc.

So if we raise \$7,000,000,000 and lend it to the Allies, and they buy supplies and we tax the supplies, it is getting some of the money back, but it is putting a crimp on the money we lend and injuring its buying power. Alcohol is denatured to make it tax free, and it seems rather muddled to put a tax upon alcohol that is spoiled for drinking just so that it may be tax free.

READ YOUR FIRE POLICY.

Last autumn a merchant renewed a \$10,000 fire insurance policy on his stock of fixtures. A month later he sold his business for one-third cash and the balance in notes. Six weeks after the transfer the building was destroyed by fire and its contents was a total loss. The owner notified the insurance company, which replied that it had issued no policy in his favor. Then he remembered vaguely that the policy still stood in the former owner's name.

Together they called at the insurance company's office, presented the document, and intimated that a prompt settlement would oblige. The company refused. It pointed to a paragraph on the first page—a paragraph that is substantially the same in all fire insurance policies. It says:

"This entire policy shall be void, unless otherwise provided for by agreement in writing added thereto, if the interest of the insured be other than unconditional or sole ownership . . . or if any change, other than by the death of the insured, take place in the interest, title or possession of the subject of insurance."

MENACE IN TOO MUCH ECONOMY.

Some high officials and other persons prominent in the national life have been preaching economy to the public in a way that will seriously damage business generally unless the trend can be counteracted. Extravagance is well to avoid, but any marked cutting down of usual expenditures and the hoarding of money can only adversely affect conditions. War entails higher costs of living, taxes will be onerous and there are other disadvantages, but wages are higher, more money is being put into circulation, and if the people generally keep their heads there is no reason why the war period should not fail to be one of prosperity, which will continue after hostilities are ended. This is the time for optimism and every citizen should preach and practice it to the fullest extent.

TRADE MARK DECISION.

Court of Appeals of the District of Columbia. Goodrich Drug Company vs. Cassada Manufacturing Company. Decided February 5, 1917.

1. Trade-Marks—Similarity—Doubt.—If a doubt exists as to similarity of marks that would lead to confusion, it should be resolved for the protection of the public, in whose interest the prohibition of the statute as to registration of trade-marks likely to create confusion in trade was enacted.

2. Same—Same—Dissimilarity of Label.—That registrant's label and package are dissimilar to those used by appellant is immaterial in determining the actual conflict between the marks. The label and the box are no part of the mark and can be changed at will.

3. Same—Same—"Velvelite" and "Velvetina." — The mark "Velvelite," for face-powder, Held to be similar to the mark "Velvetina," for the same goods, and likely to lead to confusion.

Mr. C. A. Foster and Mr. W. A. Johnston for the appellant. Mr. H. N. Paul, Jr., for the appellee.

Van Orsdel, J.:

This appeal is from the decision of the Commissioner of Patents denying the petition of appellant Goodrich Drug Company for cancellation of a trade-mark registered by appellee Cassada Manufacturing Company. The Commissioner reversed the decision of the Examiner of Interferences.

The registered trade-mark of appellee company is the word "Velvelite." The mark of appellant company, upon which the request for cancellation is based, is the word "Velvetina." Both marks are used on face-powder. That appellant company adopted and used its mark long prior to the date of the adoption of its mark by appellee company is conceded. We have, therefore, the single question of similarity of marks, no existence of actual confusion in trade having been proven.

In this sort of a case, little aid is to be secured from the decisions of the courts in similar cases. The decision, after all, must be based largely upon the impression conveyed to the mind of the court as to the probable result of the use of these marks upon the same kind of goods. That it would be likely to lead to confusion we have no doubt. But, if a doubt existed, it should be resolved for the protection of the public in whose interest the prohibition of the statute as to the registration of trade-marks likely to create confusion in trade was enacted.

We think the Assistant Commissioner fell into error in turning his decision upon the following ground:

There have been two points brought out by the record that are decisive of this case, first, the dissimilarity of registrant's entire label as compared with that of the Goodrich Drug Company, the labels of the Cassada Manufacturing Co. being all gilt labels, and even the shape of the box in which the powder is put up is so unlike that of the Goodrich Company that there is evidently no intention of the Cassada Manufacturing Co. to mislead purchasers by the general appearance of its packages and labels.

These matters of dissimilarity should be of little concern in determining the actual conflict between the marks. The label and box are no part of the mark and can be changed at the will of the user. Hence, instead of being a distinction, they may become an inducement to deception and an aid in accomplishing the very thing which the statute aims to prevent.

The decision of the Commissioner of Patents is reversed, and the clerk is directed to certify these proceedings as by law required. Reversed.

LABEL MEN SET GOOD EXAMPLE.

Perfumers, flavoring extract makers and toilet goods manufacturers, to say nothing of other business firms, will be interested in an action taken last month by the National Association of Label Manufacturers in convention at Rochester, N. Y. Some time ago the label men turned over to a committee the work of preparing a uniform cost accounting system, with the assistance of experts. This committee made its report at the Rochester meeting, and what do you suppose was done?

Instead of discussing the subject further and postponing action until another convention, the Label Manufacturers promptly voted to install this modern business necessity in their respective plants and made a liberal appropriation to have the work carried out. The secretary of the association is H. A. Dickie, 1457 Broadway, New York.

PHARMACEUTICAL CHEMISTS.

The American Association of Pharmaceutical Chemists, at its Atlantic City convention this month, passed resolutions against the use of heroin in drug preparations. The members tendered their full resources and personal services to the Government in the war emergency. French Lick Springs was selected for next year's convention. Officers were elected as follows:

President, Dr. W. C. Abbott, Chicago; first vice-president, Henry Hoonan, New York; second vice-president, G. C. Pratt, Philadelphia; secretary-treasurer, Dr. C. H. Searle, Chicago. Directors: J. W. Haynie, Columbus; B. L. Maltbie, Newark; F. L. M. Nason, Boston, and E. S. Holt, Cedar Rapids, Iowa.

MERCHANTS' ASSOCIATION.

Officers of the Merchants' Association of New York for the coming year have been elected by the board of directors as follows: President, William Fellowes Morgan; first vice president, Lewis E. Pierson, chairman of the board of Austin, Nichols & Co., Inc.; second vice president, James G. White, president of J. G. White & Co., Inc.; third vice president, William Hamlin Childs; treasurer, Silas D. Webb; secretary, S. C. Mead.

Mr. Morgan congratulated the members upon the service which the Merchants' Association is rendering, not only to the city and to the nation, but to the cause of the Allies.

BUSINESS IN THE UNITED STATES.

Peet Bros. Manufacturing Company, soaps and glycerine, Kansas City, Kansas, says:

"Our business is showing about a 33 1-3 per cent. increase over last year in volume and a slightly greater increase in value. We are looking forward to exceedingly good business and a reasonable profit, provided the government can fix prices on foodstuffs that are within reason. We consider the day's values on packing house products and grain are beyond all reason and should be controlled in some manner by the government."

Repair Work in Two Occupations.

"Repair work has cost me more than the original machine," stormed the physician.

"Repair work does pay better," said the automobile man. "You find it so in your business, don't you, doc?"

BABSON'S TRADE OUTLOOK.

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions, based upon thorough investigation and careful observation of the field:

"We can think of no word which now sufficiently expresses our great optimism as to the outlook for general business activity. War, as we have so often said, means sustained business. With the big volume of purchasing on army and navy account, and with the immense loans in progress, there will be a growth of manufacturing and trading that may surpass all precedent.

"Remember that these bonds which banks, mercantile concerns and individuals are now buying are the very best collateral possible. No bank can refuse to loan money on them. In many ways they are the same as if the government issued \$2,000,000,000 additional currency.

"In theory, a man will go without some things and use the money for purchasing government bonds. In practice, however, he will purchase the government bonds even if for no other reason than because it is the style to do it. For the same reason the chances are that before long he will borrow on these bonds in order to have what his neighbors have.

"Whether or not it may be best for the country, instead of having business activity curtailed by economy, we shall witness an effect exactly opposite, and should experience even a greater volume. This expansion should take place in staples rather than in luxuries.

"Whatever other people may think, I am a great big optimist on the immediate future of business. Moreover, you who know me realize that I am not saying this for effect. I honestly believe that people should economize with reason and that business should *not* be as usual; but I do know that the working classes will not economize, and that in many lines business will be better than usual.

"For instance, there may not be as many silk stockings as usual sold during the coming twelve months, but, considering all kinds of stockings, there will be more sold than ever before. The additional purchases of the masses will more than offset the economies of the classes.

"Since the battle of the Marne late in 1914, most good Americans have felt that the Allies were constantly winning and that Germany 'would soon be completely crushed.' Yet the statistics which we were getting from abroad distinctly showed us that the Allies were making only a very little headway and that at inconceivable cost.

"Now, however, the English and French Commissions have publicly stated the true condition of affairs and have completely vindicated us in our previous statements. We, therefore, hope that from now on we can give the facts without creating hard feelings.

"The European War is now where our Civil War was when President Lincoln proclaimed the freedom of the slaves. Like many others, I once dreaded this new development, and was determined that clients should not assume it with their eyes shut. Now, however, that President Wilson has declared for the organization of the world along constructive lines, I, with every other red-blooded man, am mighty glad that the conflict is on. Moreover, this declaration of our President should make us all now want to fight this war until the desired result is obtained.

OUR ADVERTISERS—XXX.

ADDISON LITHOGRAPHING CO.,
Rochester, N. Y.

High Grade Lithographing.

PERFUMER PUBLISHING CO.,

80 Maiden Lane, New York.

Gentlemen: Replying to your letter in regard to our advertisement in THE AMERICAN PERFUMER MAGAZINE, beg to state that we are well pleased with it. For anyone wanting to reach the perfume and toilet preparation trade, we do not see how they can do better than placing their advertising with you.

We have always received a fair deal from you, for which we thank you.

Yours very truly,

ADDISON LITHOGRAPHING CO.,
Wm. S. Addison.

"We in the United States are slow to get started, but when once awakened, are a tremendous force and very difficult to stop. From reports coming to us from many important sources, it is evident that the war will now continue until the world is made safe for democracy. This means that the war will go on until some kind of world government is developed. It means either a diplomatic ending or else three more years of war.

"Persons who quickly adjust themselves to the changed conditions should have excellent business until there are definite signs of peace."

AMBULANCES FOR FRANCE.

The response to the call for aid for the American Ambulance Service in France has met with a notable response in the perfumery industry in this city, and W. G. Ungerer, the originator of the movement which sends two fully equipped ambulances to the front in France is entitled to great credit for his thoughtfulness, pertinacity and success in carrying it through. There is a chance for those in the industry who have not contributed to do so now, for although the ambulances have been shipped, the fund which Mr. Ungerer guaranteed is not yet complete. This is a cause in which there can be no division on nationality, for wounded foes are cared for as well as other victims of grim war.

This American Ambulance Field Service will now be enrolled in the regular army of the United States for the period of the war.

In addition to contributions previously acknowledged in our columns, subscriptions have been received from the following: Compagnie Morana, Carl Schaezter, Frank B. Marsh, F. L. Washbourne & Co., Manhattan Soap Co., Odorbase Mfg. Co., F. S. Amerman, E. M. Howell, W. A. Gilbert, E. H. Gane, Glebeas Importation Co., Miss Betsey Betts, Koken Barber Supply Co., Theo. Ricksecker Co., J. Manheimer, J. G. Siarri, W. A. Sherry, Felix Milhomme, P. E. Anderson, Ernest G. Alberque, R. S. Swinton, John C. Stefans, J. H. Gerathy, W. M. Wilson, W. A. Peters, A. P. Robitaille, J. A. Lefaire, W. Benkert, W. H. Green, E. J. Smith and A. Allison.

Two well equipped Mitchell ambulances also have been sent to France by a number of the importers of French perfumes who have offices in New York. The sum collected was over \$3,000.

Boost Trade Paper Advertising.

At the meeting of the American Institute of Actuaries in Chicago a short time ago, advertising was discussed, and it was the consensus of opinion that the trade papers possess great value as advertising mediums.—Class.

CARNATIONS AND THEIR PERFUME

The botanical name of the garden carnation, or clove pink, is *Dianthus Caryophyllus*, a member of the natural order *Caryophyllaceae*. Nearly all the species of *Dianthus* are natives of Europe, tropical Asia, and Northern Africa. In France, where it is known as "Cillet," it is largely cultivated for decorative purposes. It is a beautiful plant, remarkable not only for its perfume but for the color and elegance of its flowers. Some 2,000 varieties have been produced by cultivation, of which the following may be mentioned: Aléatière (vivid red flowers), Antine Devert (cerise colored), Commandant Rivière, Comtesse de Paris (yellow), François Buchner (bright red), General Boulanger (vivid red), Hugues (abundant red flowers), Jean Sisley (red and yellow), La Fontaine (yellow, striated), Léon Aurange (bright cerise), Madeleine Solignac (lilac rose), Mahonais (flesh colored, flourishing in winter and early spring, cultivated round Toulon), Enfant de Nice (red or white flowers), Pauline Borriglione (rose or salmon pink), Président Carnot (purple flowers), Rose Rivoire (rose colored), Souvenir de Fifi Mari (white flowers), and Souvenir de Madame Gobet (yellowish copper colored).

Other varieties which flourish in winter are Auguste Vernier, Capitaine Berner, Laverrière, Madame de Presle, Oriflamme, Raphael and Roi des Rouges.

CULTIVATION.—Carnations flourish best in a well-drained soil, with free access of air and sheltered from the sun. They are reared from seed and from layers or suckers. Seeds are sown in autumn or spring in earthenware pans or pots. When sown from March to May, the young plants may be planted out about 14 months afterwards, when they possess five or six leaves, care being taken to protect them from the sun's rays and from cold and damp. To obtain autumn or winter flowers, the seeds are sown in autumn. Slips should be planted in a light sandy soil in pots, leafy branches being preferable for this operation. The slips will root in 30 to 40 days. Layering is effected by embedding the branches near a root, after making a small longitudinal incision before burying them. This favors the development of roots. The branches are kept in place by means of small pieces of wood. During the summer the extremities of branches which tend to lengthen are pinched, in order to render the plant more vigorous and retard flowering. From time to time liquid manure should be applied to obtain a greater abundance of flowers.

SYNTHETIC CARNATION PERFUMES have for their basis iso-eugenol, an isomer of eugenol obtained from oil of cloves. On treatment with alkali, eugenol is converted into iso-eugenol, which is the methyl ether of propenyl-dioxybenzene $C_6H_3(OH)(OCH_3)CH=CH-CH_3$. The physical characters of these two compounds are as under:

	Eugenol.	Iso-eugenol.
Specific gravity	1.072	1.090
Refractive index	1.5439	1.5680
Boiling point	247°—248°	261°
Boiling point at 12 mm. pressure..	123°	136°
Melting point of benzoyl compound	69°—70°	103°—104°
Melting point of diphenyl urethane	107°—108°	113°

Methyl derivatives of eugenol and iso-eugenol are also employed to modify the odor of artificial carnation perfumes. Methyl eugenol is found in several essential oils, and methyl iso-eugenol is naturally present in oil of ylang ylang. These are prepared artificially by the action of

methyl iodide on the sodium compounds of eugenol and iso-eugenol respectively. These characters are as follow:

	Methyl eugenol.	Methyl iso-eugenol.
Specific gravity	1.042	1.062
Refractive index	1.5380	1.5720
Boiling point	248°	263°

A clove-scented perfume is also developed in the flowers of a convolvulus found in the forests of Mednapore, in Bengal, which is botanically known as *Lettsonia bona-nor* (Roxburgh). The flowers are large and white, expanding at sunset and withering at sunrise; they are produced during the rainy season.

Another clove-scented convolvulus is the *Ipomoea grandiflora* (Roxburgh), known in Bengal as "Doodiya-Kulmi." This plant twines to a height of 20 feet, and bears white flowers 4 inches to 6 inches in diameter. It is common in hedges in Samulcota and on the banks of watercourses. It is closely allied to the *Lettsonia bona-nor*.

A clove odor is strongly developed in the bark of *Laurus culilawan* (*Laurus Caryophyllata*), and in *Cinnamomum sintox*. The bark of *Cinnamomum culilawan*, a native of Amboyna, is called "clove bark" on account of its strong odor of cloves. "Clove cassia" is the name applied to the bark of *Dicypellium Caryophyllatum*, which is also known as Brazilian clove bark. It is found in Para and Rio Negro. The Madagascar clove nutmeg is the fruit of *Agathophyllum aromaticum*, a laurel, the leaves of which are used by the natives as a condiment.—*Perfumery and Essential Oil Record*.

AN ARTEMISIA ESSENTIAL OIL.

Yoshikazu Imada reports in *Yakugakuzasshi* that he has examined the essential oil of *Artemisia annua*, L., which is light-yellow liquid with a curious camphor smell. Its sp. gr. at 15° C. is 0.8984, and its specific rotation —167°. On distilling 270 grams of the oil the author obtained five fractions, viz.: 80 grams at 62°–70°, 88 grams at 70°–80°, 39 grams at 80°–90°, 19 grams at 90°–100°, and 20 grams at 100°–108°, with a residue of about 30 grams. In the first fraction he could find no phellandrene, pinene, limonene, or dipentene. The second fraction contained cineol, and the third yielded a body to which the formula $C_{10}H_{16}O$ is given, while a semi-carbazone, $C_{10}H_{16}-N-NH-CO-NH_2$ (m.p. 95°–96°) was obtained, which could not be identified with any known substance.

Perfume of Lilies Goes Up 8,000 Feet.

A valley of lilies, entirely carpeted with huge blossoms, whose perfume was so overpowering that it could be detected from an airplane 8,000 feet overhead, is described in a report of a British aviation officer on duty with the British troops in East Africa. He discovered the valley somewhere west of Zanzibar while on a scouting expedition. The flowers were of the huge and beautiful variety known as the Arum lily, and they had spread over the valley so thickly that no other vegetation could be seen. He estimated that individual blossoms were as large as an elephant's ear. On making inquiries later from the natives he was told that the perfume of the lilies was so overpowering that no man was able to enter the valley while they were in bloom.

PATENT AND DESIGN PROTECTION*

By Howard S. Neiman, of New York

(Continued from page 73, May, 1917.)

It is well to note, in this connection, that the Supreme Court has held that an unregistered trademark is valid only in those districts in which it has been actually used in commerce, and its owner cannot prevent its use elsewhere by others, nor may he invade their commercial territory, although he may have been the first to adopt the mark; and further, it has been held that the effect of registration under the law of a State is confined to that State.

This question of territorial limitation, or expansiveness, is of the greatest importance. Commerce is not of instant production, but is of slow growth; it is the result of extensive missionary work and expensive methods of introduction; it is naturally limited in its first inception and spreads out and expands from a small nucleus. During these early days of the business, an unscrupulous competitor, recognizing the value of your trade name and desirous of reaping the benefit of your publicity, may copy and adopt your common-law trade name, use it in a territory, even if it be adjacent to yours, and be legally entitled to its sole use therein, thus preventing you from expanding your commercial field.

These, then, are the limitations, the requirements, the rights and the advantages of trademark registration.

Designs

Allow me for a moment to refer to the question of design patents, the protection of the packages containing your products.

This is as important to the members of your industry as is trademark protection.

The trademark is your verbal advertisement; the design is your visual advertisement, and in your particular line of business the appeal to the eye is frequently your introduction to the new customer.

But a design, like a trademark, is more than an advertisement. It is a safeguard to your rights; a protection to your business, and a guarantee to the purchasing public. It must have all the characteristic and distinctive features necessary for the identification of your products in order that there may be no confusion between your articles of commerce and those of another manufacturer or dealer. It must enable the purchaser to positively identify the product. The appearance of the design must unconsciously suggest the goods. The design and the article must be inseparable.

Your purchasing public is composed largely of women, appreciative of the artistic and attracted by the beautiful. Your products carry with them a suggestion of delicacy and daintiness, and if properly clothed will present an appeal that is irresistible to the prospective user. Experience has shown you that the appearance of your containers is most important, and the wonderfully beautiful and esthetic bottles and other containers which you employ indicate that you are putting your experience into practical operation.

Women, perhaps more than men, are more liable to be attracted by, and remember, the artistic container than they are to remember a trade name. They are lovers of

beauty and symmetry, and by presenting your products in artistic styles you flatter their ability of discernment and seal their approbation of your goods.

A trade name need not be artistic; a design should be; the former appeals chiefly to the memory, the latter to the memory and the eye; a trade name is usually discernable only upon a somewhat close examination of the package; a design attracts attention to the package. A trade name is a means of retaining the trade of your customers; the design has the further use of attracting their attention to your products for the first time. The design is your method of introduction, the trade name your method of continuing the friendship.

The designs of your containers are therefore as valuable an asset as your trade names and should be as zealously protected.

While delay in applying for registration of trade-marks may have no material effect upon the right of ownership, where priority of use can be proven, delay in the case of design patents may be fatal, prevent the granting of the patent and defeat all the commercial advantages accruing to the inventor.

A design patent can be granted to a person only where the object has not been known or used by others in this country before his invention thereof, and not patented or described in any printed publication in this or any foreign country before his invention thereof, or more than two years prior to his application and not caused to be patented by him in a foreign country on an application filed more than four months before his application in this country, and not in public use or on sale in this country for more than two years prior to his application, unless the same is proved to have been abandoned.

A violation of any of these conditions will prevent the granting of the patent, even if the applicant is the original inventor.

It is evident that time is an essential element in design patent protection, and no delay should be allowed between the invention of the design and the filing of an application.

The necessary requisites of a patentable design are:

1. Inventiveness.
2. Newness.
3. Originality.
4. Ornamentation.

The necessity of invention in the production of designs suitable for patent protection is founded more upon legal reasons than common sense. As designs are distinguished from each other by their appearances, it would seem that any new, original and ornamental design which is so different from all other designs as to prevent confusion thereof should be patentable, but the necessity of the exercise of the inventive faculty is caused by the Constitutional provision which limits the granting of the patent monopoly to inventors, and the courts have repeatedly held that as much inventive genius must be exhibited in originating a design as in originating a machine.

There is a general relationship between originality and inventiveness, and the latter may frequently be predicated upon the former. The more originality disclosed by the

* Read at the Annual Convention of the Manufacturing Perfumers' Association, New York City, April 11, 1917.

device, the greater the possibility of the exercise of the inventive mind.

By the term "ornamental," one of the attributes of a patentable design, is meant an appearance which appeals to the eye and the esthetic emotions. Elaborateness is not necessary. A well balanced or harmonious arrangement of the parts of a device may be ornamental, although composed of straight lines. Attractiveness to the eye is the foundation of ornamentation of designs.

It must be remembered that all four of the above-mentioned requirements must be present.

Neither novelty nor originality is positive proof of invention. Patentability does not depend upon visual differentiation alone, nor does a change of color or size endow the device with patentability.

The two chief essential features of a commercially successful device are originality and ornamentation. Both of these appeal to the eye, both create retentive impressions, and both confer individuality, and these three features are the valuable attributes of the commercial device; that is, an attractive lasting individual appearance.

I have thus outlined in brief the essential desirable

features of a proper design and the limitations placed upon it by the patent laws.

I have endeavored to present the importance of proper trademark and design protection, but perhaps I can impress it more forcibly, if, in conclusion, I ask you these questions, in order that each of you may find the answer in your own business:

What would be the effect upon your business if you suddenly changed all of your trade names?

To what extent would your business be affected if you suddenly changed the style of all of your containers?

How much would it cost you to introduce yourself anew to the public and regain its confidence and its trade?

Of what value would your past advertising be, should you make these changes?

Do a little figuring and you will be able to estimate approximately the value of your trade names and your designs, and then decide whether, or not, they represent a large portion of your assets, and whether, or not, they are worthy of all the protection you can legally obtain for them.

MODERN FLAVORING EXTRACT CHEMISTRY

By R. O. BROOKS, Consulting Food and Drug Inspection Chemist, 191 Franklin St., New York City

(Formerly State Chemist, New Jersey and Pennsylvania)

It is a far cry from the early days of flavoring extract inspection analysis to the present day methods of standardization and analytical control. The writer recollects when, as a State food inspection chemist in 1900, he was perforce content with a test for coumarin and wood alcohol in vanilla extract, supplemented with a vanillin estimation to see if a great excess of synthetic vanillin had been added; a similar wood alcohol test and coal-tar color test on lemon and orange extracts (supplemented by an estimation of the percentage of essential oil, or rather the terpene portion of it) and some uncertain, simple tests on ginger and almond extracts.

Four years later (1904) came the Federal (Circular 19) standards for a full set of flavoring extracts, which have been so universally adopted by the trade and incorporated into various State food laws as to practically settle any question as to legality; and which also necessitated the wide study of data on samples of known purity and the development of many new methods of analysis and judgment.

The bulk of this work has been done by the members, especially the referees, of the Association of Official Agricultural Chemists ("Association of Official Analytical Chemists" would be a far more appropriate name now), an association which has made a systematic study of official food testing methods for thirty-three years, holding a convention every year to listen to reports on research and to vote upon the official adoption of proposed analytical methods.

The work, of highest scientific calibre, has been a labor of love, carried out in the few spare moments in the lives of overworked official chemists. Because of this and because the college chemical departments have spent much of their research time on impractical attempts at preparing some new, obscure and worthless (even theoretically) organic derivative, instead of devising and improving public

analytical methods, it has been a slow, halting process.

It has been so long (13 years) since the writer was one of the referees of the aforementioned association, that in praising the more recent workers who have perfected the majority of the present-day tests, we do not feel inclined to blush. To the members of the most recent "committee on editing methods of analysis," under the chairmanship of Mr. R. E. Doolittle, chief of the eastern Federal food inspection district, especial credit, praise and gratitude is due. It has been a great work throughout, which, strange to say, was unknown to the average consulting chemist, or chemists generally, until quite recently.

The official testing methods of the association (frequently referred to as simply "A.O.A.C.") now embrace highly accurate methods for estimating the percentage of volatile oil in nearly all essential oil extracts (lemon, orange, almond, cassia, cinnamon, clove, anise, nutmeg, peppermint, spearmint and wintergreen) and appropriate tests for determining the purity and legal strength of vanilla, tonka and ginger extracts. This involved frequently the determination of often minute proportions of complex organic substances, not only vanillin and coumarin, but traces of citral and other aldehydes, esters, pinene, hydrocyanic acid and nitrobenzol (in almond extract), capsin (in ginger extract), etc.

A modern vanilla extract analysis involves, more or less (according to circumstances), determinations of alcohol, glycerol, vanillin coumarin (acetanilid possibly also), lead number (proportion of lead salt required to precipitate gums, resins, etc.), total solids, sugar, nonsugar solids ("vanilla solids"), ash, soluble ash, insoluble ash, alkalinity of total ash and of soluble ash, vanilla resins, methyl alcohol, color value, residual color value (after precipitation with lead acetate), caramel color and other colors. In addition, Winton & Berry, who have carried out most of the work to establish analytical limits on pure vanilla

extracts (parts of which were repeated by Schlotterbeck & Dean) have recently proposed tests on the acidity of vanilla extract. "vanillin acidity" and "acidity other than vanillin."

A lemon extract analysis now includes alcohol, glycerol (if any), sugar (if present), total solids, ash, essential oil (lemon oil), total aldehydes (geranial, citronellal, etc.), citral (geranial alone), methyl alcohol, natural lemon peel color and foreign color. In addition Albright & Young propose a determination of volatile esters (as linalyl acetate). On orange extracts the same tests are in order, except that no data on esters is yet available. On terpeneless lemon (and orange) extracts many of the above tests apply, together with an estimation of unremoved terpenes; and a determination of total esters, preferably as ethyl geranate, as the oxidizing conditions of terpeneless extract manufacture results in the oxidation of the aldehyde (citral) to corresponding acid and ester formation.

On the essential oils themselves (particularly lemon, orange, wintergreen, almond and terpeneless lemon and orange) various tests are necessary; specific gravity, optical rotation, index of refraction, citral content, total aldehydes, 10 per cent. distillate constants and a test for pinene having been prescribed for lemon and orange oils. Albright & Young give data and a method for percentage of volatile esters in lemon oil also.

On almond extract the proportion of almond oil is cal-

culated from a very exact benzaldehyde determination, but as yet no test or allowance has been prescribed for the benzoic acid resulting from the inevitable oxidation of the benzaldehyde. And the possible oxidation of cinnamic aldehyde (in cassia and cinnamon extracts) to cinnamic acid, should be corrected for. A test for nitrobenzol, sometimes used to adulterate almond oil and benzaldehyde, is given, also a qualitative test and a quantitative method for any hydrocyanic (prussic) acid that may have been left in the almond oil.

In ginger extract is determined % alcohol, total solids, a qualitative test for ginger and, as said before, a test for capsaicin by means of its extremely pungent principle, capsaicin. Data and tests on the solubility of the "total solids" have also been proposed.

The other essential oil extracts are tested for % alcohol (methyl alcohol also) and direct determinations of the oil present. In wintergreen, the principal constituent of the oil, i. e., methyl salicylate, is very exactly determined and the % oil calculated therefrom.

Of course, for all essential oils used in flavoring extracts the assay methods of the United States Pharmacopœia are regularly used, being specified as official (as are also the above tests) in Regulation 4 (Section 4) of the Rules and Regulations for the Enforcement of the Food and Drugs Act. (Circular 21, U. S. Dept. of Agriculture).

SOLDIERS' GIFT WEEK



SOLDIERS' GIFT WEEK
August 24-31

Share your Daily Comforts with Him

- Talcum Powder
- Foot Powder
- Face Lotions
- Cold Cream
- Toilet and Bath Soaps
- Tooth Paste
- Tooth Powder
- Tooth Washes
- Shaving Stick
- Shaving Powder
- Shaving Cream

Remember your Boy at the Front

The Manufacturing Perfumers' Association has just sent out to active members, through the secretary's office, a circular regarding a plan to boom business during the week of August 24. The novel idea suggested cannot fail, we hope, to appeal to the public, and as manufacturers of comfort toilet preparations have everything to gain and nothing to lose, it is expected that there will be general and hearty response to the plan.

The success of Summer Comfort Week last year should be a guide to those who may have doubts about the present suggestion. It is patriotic anyway, to promote the comfort of our troops, and so should be strongly endorsed.

The circular follows:

"By the beginning of fall, Uncle Sam will have called over a million of his nephews to the colors. Hundreds of thousands of homes will then have one or more representative made canvas, living a life that will be minus many accustomed daily comforts. In hundreds of thousands of homes the comfort of the boys in khaki will be the predominating and ever-present thought.

"Uncle Sam will provide his nephews with food, clothing and shelter. But it will be up to the folks at home to provide such indispensables to comfort as talcum powder, shaving soaps and dentifrices, to mention but a few of our products that are today actual necessities in the lives of the hundreds of thousands who will shortly be under arms.

"Soldiers' Gift Week will suggest to the folks at home a way of giving tangible expression to their regard for their lads' comfort. It will answer the question that will be asked in countless homes: 'How can I share my daily comforts

(Continued on page 113.)



Flavoring Extract Section

ON TO CHICAGO THE WATCHWORD FOR FLAVORING EXTRACT MANUFACTURERS.

While the legislative and other activities of the officers of the Flavoring Extract Manufacturers' Association are going right along to benefit the members, all are keeping their eyes open and their minds busy in making preparations for the eighth annual meeting which will be held in Congress Hotel, Chicago, June 27, 28 and 29.

Every member should make it a special point to be present and firms in the flavoring extract business, not now members, should take quick steps to send a representative to Chicago to join the association and share in the deliberations, to say nothing of the benefits. While business will be paramount, the social side will receive proper consideration. The Chicago entertainment committee is composed of capable gentlemen and they all know how to care for the strangers who will be within the city's environs.

On the business end here are some of the attractions which are offered to manufacturers:

A paper on war taxes on alcohol, and the effect of such taxes on the flavoring extract industry.

Papers will be read by competent authorities upon the bottle and tin situation.

Consideration of the subject of what is a practical minimum retail package.

Legal status of contracts under war legislation.

Possible economies in the flavoring extract manufacturing industry and kindred lines.

Consideration of a merger with the Spice Trade Association and a Spice Grinders' conference on that subject.

Various trade conferences, such as a conference of members of the selling jobbing trade and conference of members selling retail trade, etc.

Consideration of standardization of trade methods, and dealing with such subjects as discount, free goods, consignments and allowances.

Consideration of various resolutions dealing with important current affairs.

Suggestions from members as to matters they wish discussed at the convention will receive careful consideration from the Convention Committee, and also by the Executive Committee, which meets one whole day prior to the convention, in order to pass upon the various matters and suggestions, and to get such matters into concise form in order that they may be dealt with most effectively and promptly.

President Frank L. Beggs' call for the convention is made to manufacturers of flavoring extracts, spices, essential oils, condiments, baking powder, household remedies and all kindred lines that are handled or prepared by some or all flavoring extract manufacturers, as well as manufacturers of the raw materials entering these various products. All should attend and all will be made welcome.

S. J. Sherer, National Councilor and former president of the association, is chairman of the Convention Committee, with Thomas L. Keough, secretary, 54 West Kinzie street, Chicago. Other members are T. E. Lannen, R. E.

Heekin, G. M. Day, L. S. Levy and F. A. Ross. Other committees are:

SPECIAL COMMITTEE.—H. Bartold, T. L. Keough, Benj. Zimmer, Dr. G. E. Hurd, R. H. Lingott, J. B. Day, G. H. Redmond, B. H. Harrison, H. J. Beck, W. H. Shellman and F. B. Hinrichs.

HOTEL ARRANGEMENTS.—Henry Beck, chairman; R. H. Lingott and Benj. Zimmer.

SPEAKERS.—H. B. Bartold, chairman; G. H. Redmond, Thos. L. Keough, Thomas E. Lannen and L. S. Levy.

PRINTING.—Thos. L. Keough and G. H. Redmond.

ENTERTAINMENT COMMITTEE.—Thos. L. Keough, chairman; Benj. Zimmer, H. Bartold, R. H. Lingott, James B. Day, B. H. Harrison, W. H. Shellman, George E. Hurd and F. B. Hinrichs.

ARTIFICIAL METHYL SALICYLATES.

In a contribution to the *Journal of the American Chemical Society*, Allan R. Albright, of the Food Investigating Laboratory of the United States Department of Agriculture, makes the statement that in former years artificial salicylic acid, and in consequence its synthetic esters, were to be found on the market in very impure condition. As methods of manufacture have been improved, the degree of freedom from such undesirable accompanying substances has been raised, until at present these materials are available in probably as pure a state as any synthetic compounds of like physical character; that perfection has not even yet been attained, however, will be brought out later in this paper.

VANILLIN IN VANILLA.

Colorimetric determination of Vanillin in vanilla. T. von Fellenberg.—One gram of the finely-divided sample is boiled under a reflux apparatus with four successive quantities of about 20 c.c. of water, the extracts are diluted to 100 c.c., 0.5 gm. of kieselsguhr is added, and the mixture filtered. Fifty c.c. of the filtrate is extracted five times with alcohol-free ether, using 150 c.c. of the solvent altogether, the ethereal solution is treated with solid calcium chloride, filtered, evaporated to a small volume, and the remainder of the ether removed by a current of air. The residue is warmed to 60° C. with 30 c.c. of water, the solution filtered, and the filtrate diluted to 100 c.c. 5 c.c. of this solution is then treated with 5 c.c. of 1% isobutyl alcohol solution (in 95% alcohol) and 20 c.c. of concentrated sulphuric acid, and the coloration produced is compared, after 45 mins., with that given by a known quantity of vanillin. It is recommended that the vanillin should be estimated separately in the outer and inner portions of the vanilla pod; in the case of normal vanilla, these two portions contain approximately the same quantity of vanillin, and a difference would indicate that some of the vanillin had been extracted from the outer portion.

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages as well as in other departments.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

STATE.**California.**

Governor Stephens has signed Senate Bill No. 397 which prohibits substitution by merchants. It carries penalties of from \$50 to \$300 and not less than 20 nor more than 90 days in jail.

Connecticut.

Part IV of the 1916 report of the Connecticut Agricultural Station at New Haven is at hand. It states that up to 1907 adulteration of spices was prolific, but the work of the department caused a diminution and until recently only desultory examinations were made. A large number of samples was examined. Mustard registered 100% on purity and other spices were above 78%, except cayenne pepper, which was only 29% pure. Of 169 samples only one contained material foreign to the spices in question. The showing was considered good.

Minnesota.

Commissioner Farrell in his sixteenth biennial report gives the following information about flavoring extracts in addition to what was printed in our May issue:

"Extracts of Essential Oils—Of 121 samples examined 44 were reported illegal. Of the four lemon extracts reported illegal on account of the false or misleading statement on their labels, three were described as being 'concentrated' and one sample failed to bear a statement respecting net measure. Similar comparisons may be made respecting results reported on extracts of nutmeg, almond, peppermint, orange, rose, wintergreen, etc. Nineteen samples were below standard in respect to content of essential oil, six samples of peppermint extract contained no essential oil whatever, five samples of peppermint and one of wintergreen extract contained coal tar dye, and of the three samples sold under improper labels, one orange extract was claimed to be 'concentrated,' and two peppermint extracts were incorrectly labeled respecting content of essential oil.

"Terpeneless Lemon Extracts—Twenty-five samples of these products were analyzed, of which number nine were reported illegal owing chiefly to the fact that they were found to be deficient in content of citral. Of the eight samples found to be below standard or below representations made on labels, six were found to be low in citral and two were found to be below the one-half standard strength claimed.

"Synthetic Flavoring Extracts—Twelve samples of these products were examined, of which number two were reported illegal. One sample labeled 'Strawberry' was found to consist of a synthetic flavor in dilute alcohol colored with coal tar dye (amaranth), and one sample labeled 'Raspberry' was also found to be a synthetic extract artificially colored with cochineal."

Pennsylvania.

Commissioner James Foust, of Pennsylvania, sends us his preliminary report for 1916. Also his monthly Bulletin, Volume 15, Nos. 1 and 2. An interesting article is given on the "Use of Saccharin in Foods" by Professor Charles

H. La Wall, in which he takes the ground that the only argument to be used in its favor is that it cheapens the cost of production. He holds that it is not a safe ingredient of food products.

South Dakota.

Commissioner Guy C. Frary, M. S., has just issued a compendium of the Pure Drugs Law and other South Dakota statutes. His Bulletin for the period ending April contains much information of public importance.

PANAMA.

A pure-food law with drastic provisions was enacted in Panama on March 5, 1917, and is to become effective three months from the date of its approval. The law prohibits in general terms the sale of adulterated food products as also of pure foods, liquors, beverages and drugs, imitations of such products, and those bearing a false or misleading label. It is further required that all cans or boxes containing food products and bottles containing liquors or other beverages shall bear labels showing clearly the name of the manufacturer and the place of manufacture.

The penalties are severe, being a fine of from \$10 to \$500 and imprisonment for 29 days, according to the nature of the offense. In addition to the other penalties injurious products are to be confiscated and destroyed.

NEW STANDARDS IN CANADA.

The Canadian regulations of October 17, 1912, prescribing standards for certain flavoring extracts have been repealed and new standards have been prescribed by an order in council of March 31, 1917. The former provisions remain in force, with the following additions:

In the case of synthetic or natural preparations not conforming to the prescribed standards and of extracts fortified with such natural or synthetic preparations, the labels must bear the word "Artificial" or "Imitation," or an equivalent word, in the first instance, and the word "Compound" or "Mixture" in the latter case, in type as large and conspicuous as that used in any other word on the label. Vanilla extract must contain no coloring matter other than that derived from the vanilla bean, but artificial and compound extracts of vanilla may contain added color if the word "Colored" appears on the label in type as large and conspicuous as that used in any other word. In all other respects the present regulations are the same as those previously in force.

Insecticide and Disinfectant Manufacturers.

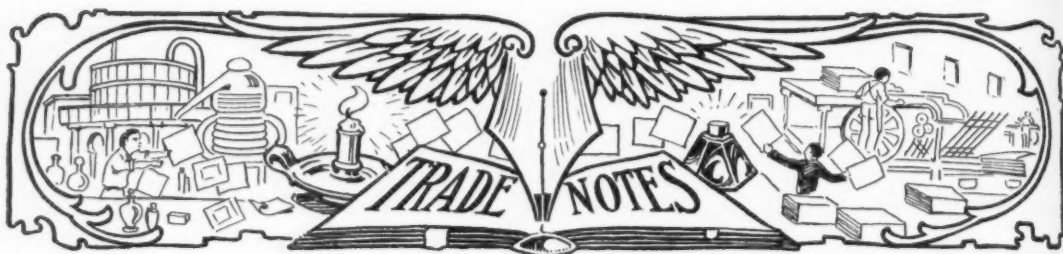
The midsummer meeting of the Insecticide and Disinfectant Manufacturers' Association will be held July 9 and 10 at the Statler Hotel, Cleveland. Benjamin M. Kaye, the secretary, announces that all the arrangements have been made by F. R. Hunt. Various topics of importance in connection with war and other matters will be up.

Real Secret of Centenarian's Longevity.

Mr. Jenks was visiting in the country, and nearby lived a centenarian. One morning Mr. Jenks strolled over for a chat with the old man.

"To what do you attribute your longevity?" inquired the young man.

"To the fact," replied the old man, conclusively, "that I never died."—*Confectioners' Journal*.



About twenty-five members of the Perfumery, Soap and Extract Makers' Association of Chicago spent a very pleasant half-day outing at "The House that Jack Built" on June 5. Through the courtesy of Messrs. B. Zimmer, Frank Z. Woods, and Jos. De Lorme, the members were taken out in automobiles. Of special interest was a very spirited baseball game between the "Pfizers," Capt. John Powers, and the "Rockhills," Capt. Frank Z. Woods. The game, however, lost some of its interest, by the "Pfizers" ringing in a professional pitcher, catcher, and first baseman. Score was about 21-4. Spectators, Messrs. A. G. Spilker and John Blocki. After the game a very nice dinner was served and the members were entertained with some very fine piano music by R. H. Lingott, of the Antoine Chiris Co., New York. Everybody had a fine time, and it is hoped more outings can be arranged to get all in the trade better acquainted.

Mr. and Mrs. Edwin H. Burr announce the marriage of their daughter, Miss Margaret Silver Burr, to Mr. Theodore Wallace Todd on Wednesday, May 30. The ceremony was performed at the home of the bride's parents, No. 316 West 79th street, New York. The happy couple went to Washington and Old Point Comfort for the honeymoon.

The bride is a graduate of Walnut Hill School, Natick, Mass. Later she attended Teachers College, New York, and took a course in the Women's Medical College, giving up the latter for matrimony. The bridegroom is a sergeant in the famous Seventh Regiment, New York National Guard. He is a member of the salt firm of Todd & Co., which has been in business for more than a century.

Mr. Burr is American manager for Roure-Bertrand Fils, Grasse, and Société Anonyme des Etablissements Justin Dupont, Argenteuil, France, and sole agent for the Essential Oil Specialties Co.

Robert Plaut, treasurer of Lehn & Fink, Inc., New York, was married to Margaret V. Strauss, of Richmond, Va., on June 9 at the Hotel Plaza, this city. The bridegroom is a son of Mr. Joseph Plaut, president of the drug house.

Mr. Edward L. Pierce, vice-president of the Semet Solvay Co., has been elected president of the Solvay Process Co., Syracuse, N. Y., to succeed the late Frederick R. Hazard.

"Dr." Jack Selig, one of the pioneer salesmen of the American Can Co., now on its Atlantic division staff, and who specializes in talcums, etc., has been largely instrumental in devising and getting up many new original packages for this branch of the business.

Romance has entered the establishment of the Compagnie Morana, 118 East 27th Street, New York. Miss Anna Caroline Voehringer, daughter of Mr. and Mrs. Charles Arnold Voehringer, was married to Mr. Frederick William Stechmann, Jr., on the evening of Tuesday, June 5, at the Wyckoff Heights Presbyterian Church, Brooklyn, N. Y. Over 300 guests were present at the wedding and the reception which followed. The bridegroom, who is a son of Dr. F. W. Stechman, of the Post Graduate and St. Mark's Hospitals, has been office manager for the company; and the bride was his associate for several years as confidential clerk.

After a brief honeymoon, the happy couple will be at home to their friends at 8505 Ferris Avenue, Woodhaven.

Mr. Charles Fischbeck, secretary of Ungerer & Co., essential oils, New York City, was married on May 10 to Miss Viola H. Basse, at the bride's home, East Orange, N. J. The honeymoon trip included ten days amid the attractions of Atlantic City.

Miss Janet Townsend Lyon of Brooklyn, N. Y., is hereby formally presented to our friends. She entered this world to gladden the hearts of her parents, Mr. and Mrs. Julian Wilson Lyon, on May 27. Mr. Lyon is striving to amass a competence for the young lady by serving the trade as a broker at 99-101 Beekman street, New York.

Mr. Theodore Ricksecker, of the Ricksecker Co., New York, and formerly president of the Manufacturing Perfumers' Association, has sent a new brief to Washington, in which he shows that no other industry will be taxed as severely as the perfumery business will be if the proposed levies are enacted into law. He makes suggestions also for raising revenue from other sources.

Mr. Chas. E. Ising, the New York synthetic manufacturer, is recovering from an operation for mastoiditis, which was performed on June 14 at the N. Y. Eye & Ear Infirmary. We are glad to be able to report that Mr. Ising is recovering, and will be back at his office within a few weeks.

Messrs. Paul Rieger and Thomas Rieger, sons of Mr. William Rieger, of Paul Rieger & Co., the San Francisco perfume manufacturers, will soon leave for France, where they will serve in the American Ambulance Service.

Louis Philippe, Inc., perfumers, announce having moved recently to larger and more convenient quarters at 856 Sixth avenue, New York City.

Toilet Specialties Co., of New York City, recently leased quarters at 396 Broadway.

V. Vivaudou, Inc., the well known perfume and toilet manufacturers who were established three years ago, will shortly move from their quarters at 55 Fifth avenue, to a five story building at 418-26 West 25th street, which they have leased for 20 years.

Mr. Victor Vivaudou is president of the company and it is due to his skill as a perfumer and designer of attractive packages, combined with a genius for business management, that this company has achieved a commanding position in the trade in so short a time.

Mr. George F. Merrell of the Allen B. Wrisley Co., Chicago, Ill., was a recent business visitor in New York.

Ricardo Gomez & Dietlin Co., Inc., have moved their offices to 161 Maiden Lane, in a new building at the corner of Water street. They occupy the entire sixth floor, where there is ample room for offices, and for the storage of vanilla beans and other products. This firm has had very rapid growth since its foundation three years ago by Mr. Xavier Dietlin, who is now in France on a business visit.

The Third National Exposition of Chemical Industries will be held at the Grand Central Palace, New York, during the week of September 24. Preparations are in active progress. The advisory committee is composed of Chas. H. Herty, chairman; Raymond F. Bacon, L. H. Baekeland, Henry B. Faber, Colin G. Fink, Bernhard C. Hesse, A. D. Little, R. P. Perry, Wm. Cooper Procter, E. F. Roeber, G. W. Thompson, T. B. Wagner, Utley Wedge and M. C. Whitaker. The managers, Charles F. Roth and F. W. Payne, expect this year's exportation will be larger and more interesting than its predecessors.

Madero Bros., essential oils, etc., have made a substantial addition to their floor space in their 100 John St. establishment. The original quarters have been extended through the block to Platt street and leases have been taken of the four upper floors of the adjoining building, running clear through from 98 John street to Platt street.

Mr. Charles C. Green has been appointed advertising director of Richard Hudnut, Inc., of New York. Mr. Green formerly was advertising and merchandise manager for William R. Warner & Co., Philadelphia.

Mr. Louis K. Liggett, head of the United Drug Co., Boston, turned over to the government, June 3, for use in the patrol fleet of the First Naval District, the 100-foot cruising power boat *Marold*, purchased a month previously from C. H. Willis, of Detroit. Her four 12-cylinder engines give her a speed of twenty-five miles an hour. Two three-pound guns will be mounted on her decks. With gasoline tanks of 2,400 gallons capacity, the *Marold* can remain on offshore patrol for more than a week at a time.

Mr. Sidney M. Colgate, treasurer of Colgate & Co., New York, recently was one of a committee of citizens who conferred with President Wilson on the Daylight Saving measure which is pending in Congress. Mr. Colgate told the President that Colgate & Co. had operated its plant on a daylight saving schedule for several years and that the results had been very satisfactory. The President spoke favorably of the scheme.

The \$20,000,000 dyestuff consolidation, which was forecast in our April issue (page 49), has been carried out with some slight modifications. The National Aniline and Chemical Co., Inc., as it will be known, will have its offices at 244 Madison avenue, New York, after July 1. The amalgamation includes the Schoellkopf Aniline and Chemical Works, Inc., W. Beckers Aniline and Chemical Works, Inc., National Aniline and Chemical Co., Benzol Products Co., and such parts of the General Chemical Co., Barrett Manufacturing Co., Semet-Solvay Co., as pertain to this line. The officers are as follows: Wm. H. Nichols, chairman of the board; J. F. Schoellkopf, president; W. Beckers, first vice-president; I. Frank Stone, second vice-president and treasurer; C. P. Hugo Schoellkopf, third vice-president; Wm. T. Miller, secretary.

The directors are as follows:—J. F. Schoellkopf, J. F. Schoellkopf, Jr., C. P. Hugo Schoellkopf, of the Schoellkopf Aniline and Chemical Works, Inc.; W. Beckers, Eugene Meyer, Jr., Chas. J. Thurnauer, of the W. Beckers Aniline and Chemical Works, Inc.; I. F. Stone, of the National Aniline and Chemical Co.; Wm. H. Nichols, of the General Chemical Co.; Henry Wigglesworth, J. M. Goetchiuss, of the General Chemical Co. and Benzol Products Co.; T. M. Rianhard, W. H. McIlhenny, of the Barrett Co. and Benzol Products Co.; H. H. S. Handy, E. L. Pierce, of the Semet-Solvay Co. and Benzol Products Co.

The object of the new company is to insure the national independence of the United States in the coal-tar products industry, and the aim of the management is to manufacture coal-tar dyes and intermediates which can compete successfully both in quality and variety with those heretofore imported. As the constituent units of the new company include manufacturers of raw materials, of intermediates, and of coal-tar dyes, the National Aniline and Chemical Co., Inc., in one organization covers the industry from raw material to finished product.

Mr. A. L. von Ameringen, manager of the Synthetic Perfume Dept. of Polak & Schwarz's Essencfabrieken, Ltd., Zaandam, Holland, arrived in New York on May 15 on the *Noordam*. He has established temporary quarters at 31 Water street, New York. His firm was established in 1889, and manufactures a full line of synthetic flower oils, aromatic chemicals, fruit oils, essential oils, &c.

Among the subscriptions to the Liberty Loan are the following: American Can Co., \$1,000,000; Procter & Gamble Co., Cincinnati, \$1,000,000; Fels & Co., Philadelphia, \$750,000, divided into \$500,000 for the firm, \$200,000 for the individual members and \$50,000 for the employees.

"Lydia," carrying a bright bunch of flowers, adorns the June calendar issued by Van Dyk & Co., S. Isermann, secretary and treasurer, 4-6 Platt St., New York.

Col. Edgar D. Taylor, former president of the National Wholesale Druggists' Association and now head of the Powers-Taylor Drug Co., Richmond, Va., was a visitor to New York City early this month.

Mr. Albert H. Higbie, for the last two years associated with the export department of McKesson & Robbins, Inc., has joined the staff of Madero Bros., Inc., 100 John St., New York City.

Kellogg Products Co., Inc., Buffalo, N. Y., the incorporation of which was announced in our last issue, has acquired two plants on property with an area of six and one-half acres in Elk street, that city. The price is understood to have been about \$125,000. The directors are Spencer Kellogg, Jr., Spencer Kellogg, Sr., Howard Kellogg, E. H. Stichel and J. C. Aikman. The corporation will manufacture margarine, soaps, glycerine, chemicals, edible products, etc. The general offices will be in the Kellogg building at 98 Delaware avenue.

Peet Bros. Mfg. Co. is spending \$750,000 on improvements for the Kansas City plant at Fifteenth street and Kansas avenue, Kansas city. The company is also completing a new factory at Berkeley, Cal., at a cost of \$600,000. To finance the extension the company is increasing its capital from \$1,800,000 to \$3,200,000. Of this increase \$1,000,000 is 7 per cent. cumulative preferred stock and \$400,000 common stock.

The company has purchased two acres adjoining its plant on the east, which will be converted into recreation grounds for the employees. Tennis courts, a baseball diamond and other facilities for outdoor exercise will be installed. Two new buildings, which greatly increase the output of the factory, have just been completed, making the daily capacity about eight thousand boxes of soap. The company reports an increase of more than 95 per cent. in gross sales in the last five years.

The company was established in 1872 and incorporated in 1892. The company is under the direction and management of William Peet, president; N. N. Dalton, vice-president; G. G. Conway, second vice-president; B. W. Rayley, third vice-president; A. W. Peet, general manager and treasurer; F. P. Comstock, director; G. W. Huselton, director.

Sapona Chemical Co., manufacturer of liquid hand soap, 1916 Park avenue, New York City, was discharged from bankruptcy early this month.

Too much perfumery recently led to the arrest of Louis Goldman, 18 years old, in Williamsburg, Brooklyn Borough, on a charge of robbery. The drug store of Samuel Frazer, 256 Seigel street, had been plundered, the thief taking a large quantity of perfumery. Detective Nosky later noticed that Goldman was using perfume freely and arrested him on suspicion. Most of the property was recovered.

Pacific States Soap Co., of San Francisco, has decided to locate a plant in Petaluma, Cal., where the owners, Messrs. Caldwell and Hitchings, will reside in future.

Mr. C. V. Sparhawk, the New York essential oil dealer and drug importer, while in Toledo on his recent trip West, sent us a post card showing a fine lotus field on the line of the Toledo Beach Electric road, with this comment: "Here is a chance for some essential oil house to start a new field of products."

Postmaster Patten, of New York, advises the public that on and after July 1, 1917, the use of insurance tags on insured parcel post packages will be discontinued. Senders will be given receipts for insured parcels as heretofore, but will not be required to fill out and attach tags to the parcels.

Mr. Willard Ohliger, vice president and general manager of Frederick Stearns & Co., Detroit, and chairman of the Committee on Pharmaceutical Supplies, in connection with the general committee on the Standardization of Medicinal, Chemical and Disinfectant Products of the Council of National Defense, has issued a comprehensive statement showing the effect of the war tax on Michigan's industries, with special attention to the drug and chemical lines. He said in part:

"The proposed tax of five per cent of gross sales of medicinal and toilet preparations would cost Detroit firms millions of dollars in business and taxes, and is triply unjust. The tax would be unjust because it would impose a severe hardship on the poor in obeying the first law of nature, preserving their health. It would add further to the burden of the drug industry which has already been more seriously affected by the war than any other, due to scarcity of raw materials, many of which are practically off the market, and to greatly increased prices, many of which have jumped as high as 2,000 per cent. And then, too, it is radically unjust because it affects a primary necessity and not a luxury or near-luxury."

Chairman Ohliger's associates on the committee are as follows: Mr. Frank C. Ryan, Parke-Davis Co., Detroit, secretary; Mr. Charles J. Lynn, of the Eli Lilly Co., Indianapolis; Mr. A. G. Rosengarten, of the Powers-Weightman-Rosengarten Co., Philadelphia, and Mr. Sanders Norvell, 91 Fulton street, New York City.

The old Bradford Soap Works of Centredale have been sold and the business moved to 213 Blackstone street, Providence, R. I., under the name of the Bradford Soap Works, Inc. Samuel Hanson, formerly of the Standard Soap Company, Woonsocket, is the new president; Daniel L. McIver, who has been with the Centredale Worsted Mills for 20 years and is paymaster there, is treasurer and secretary. Mrs. George L. Rogers is vice president. The soap buildings at Centredale are being used simply for storage purposes and may be sold later. The soap manufacturing utensils have been transferred to the new structure for the making of potash soap.

Louisville Soap Co., Louisville, Ky., has obtained permission to build a \$10,000 brick plant in which to carry on the manufacture of glycerine.

Detroit *New Idea* gives an interesting account of the reproduction of scenes in the Stearns' soap plant in that city by the Ford Motor Co.'s motion picture service.

Edgar W. Kirk Soap and Cleanser Co., of Edina, Mo., is contemplating erecting a plant at Birmingham, Ala.

Mr. William F. Kroneman, who recently assumed the position of manager of the oil and wax department of Madero Bros., Inc., 100 John Street, New York, has had a long and varied experience in the perfumery and toilet goods lines.

Master George La Vie Schultz made his seven-pound bow to the world May 10, much to the delight of his parents, Mr. and Mrs. W. L. Schultz, Brooklyn, N. Y. Mr. Schultz, senior, is president of the Lightfoot Schultz Co., soap manufacturers, of Brooklyn.

Mr. William P. Redington, vice president and treasurer of the Coffin-Redington Co., wholesale druggists of San Francisco, was a visitor in New York this month.

Chandler & Co., at Philadelphia, have announced formation of the American Stores Co., incorporated under the laws of Delaware, capitalized at \$3,000,000 first preferred, \$1,500,000 second preferred and 126,064 no-par common shares. Associated in the transaction is Counselman & Co., of Chicago. The American Stores Co. owns a controlling interest in the common stock of the Acme Tea Co., and will acquire outright the properties, assets and good will of the four other Philadelphia chains—Robinson & Crawford, the Bell Co., Childs Grocery Co. and the George M. Dunlap Co. Samuel Robinson, senior partner of Robinson & Crawford, will be president of the American Stores Co. All told, the companies operate 1,223 retail stores in eastern Pennsylvania and southern New Jersey.

Ec-Zene Co., 1588 University avenue, St. Paul, Minn., has decided to mobilize its activities in one plant in that city. It manufactures soaps, shampoos, toilet preparations, etc. It owns 125 acres of mineral oil lands in Arkansas. The company recently increased its capital stock from \$60,000 to \$1,000,000. The stockholders have re-elected Mr. J. M. Hunter president and chosen Messrs. E. J. Dodge, Hiram D. Frankel, Roscoe L. Bonham, Daniel Fahl and Jacob M. Hunter directors.

NEW PUBLICATIONS, PRICE LISTS, ETC.

STAFFORD ALLEN & SONS, LTD., London, Eng., Ungerer & Co., Pearl street, New York, American representative—The May price list just received quotes wholesale prices on essential oils and the various specialties manufactured by the firm.

SUBSTITUTES FOR TIN CANS.—Bureau of Foreign and Domestic Commerce at Washington has issued a pamphlet in collaboration with the Bureau of Standards, suggesting ways for offsetting the possible shortage in tin. Tests are being made of substitute containers, but the results are still in embryo.

ARABOL MFG. Co., 100 William street, New York, in its announcement for June, proclaims the advantages of using its adhesives, especially tinnol and adds: "Arabol service speaks louder than words."

NEW INCORPORATIONS.

Hill Laundry Equipment Co., Inc., Queens, New York City, to manufacture hand and power machines and other equipment for washing, cleaning, drying, wearing apparel, household linen, carpets, dishes, &c.; \$15,000 capital stock; has been incorporated by B. P. Hill, W. C. Shrenkisen, E. P. Moneuse, 110 West 22d street.

Suds Co., New York City, manufacture and sell a washing compound known as Suds; \$500,000 capital stock; has been incorporated by Melvin J. McKenna, New York; Henry S. Jacobs, Brooklyn; Camdler Cobb, Cedarhurst, N. Y.

United States Sanitary Paper Container Co., to manufacture containers, bottles, &c., made of paper; \$500,000 capital stock; has been incorporated by W. F. O'Keefe,

George G. Steigler, E. E. Wright, local Wilmington (Del.) incorporators.

United Soap Works of New York, Inc., Manhattan, New York City; laundry and toilet soaps; \$5,000 capital; has been incorporated by H. W. and H. Beecher, E. B. Putnam, 21 Sterling Place.

Serviceable Inventions Corp., Manhattan, New York City, devices relating to paste gummed and ungummed labels; \$10,000 capital stock; has been incorporated by E. D. Smith, H. A. Adams, A. P. Marr, 41 Park Row.

Baker Extract Co. of Springfield, Mass., to manufacture flavoring extracts, essences, oils, proprietary articles and chemicals, with \$150,000 capital stock; has been chartered by these officers: President, T. Walter Carman of Longmeadow; vice-president, Harry E. Mason of Boston; director, Leslie K. Talmadge of Springfield.

New San Co., Inc., Buffalo, N. Y., to deal in toilet accessories, locks, devices, etc.; \$50,000 capital stock; has been incorporated by C. Narraway, Dunkirk; E. Kaercher, H. M. Kaercher, Buffalo.

C. H. Guppy Co., Portland, Maine, to manufacture and deal in drugs, medicines, cigars, smokers' articles, toilet articles; has been incorporated with \$50,000 capital stock.

Liberty Oil & Disinfectant Co., Inc., Brooklyn, N. Y., disinfectants and germicides; \$5,000 capital; has been incorporated by M. Slavin, A. Broder, S. Margulies, 607 East 140th street, Bronx.

Dingwell Bros., Inc., Brooklyn, N. Y., carbonated beverages; \$10,000 capital stock; has been incorporated by M. and A. Rosenberg, M. Sussman, 550 Kosciusko street, Brooklyn.

Best Beverages Co., Inc., Canandaigua, N. Y., manufacturing, bottling, etc., beverages; \$165,000 capital stock; has been incorporated by C. Kuhn, C. Pond, H. Ginsburg, Buffalo.

Southern Talc Co., Fredericksburg, Va., has been incorporated with a capital stock of \$50,000. Stanley Doggett of New York is president.

Kilpatrick Development Co., Biltmore, N. C., talc mining and manufacturing; \$9,000 capital stock; has been incorporated by S. Westray Battle, president; J. M. Kilpatrick, vice-president; Louis M. Bourne, secretary-treasurer.

Aladdin Soap Co., Chicago, Ill.; \$25,000 capital stock; has been incorporated by George A. McCorkle, Albert A. Lithumers and Benjamin Wolf.

American Pharmacal Co., Nashville, Tenn., drugs, toilet articles, etc.; \$100,000 capital stock; has been incorporated by W. M. Carr, J. L. Hasten, George R. Anthony, E. S. Perway, Paul Eldridge.

Pierce & Stevens, Inc., Buffalo, N. Y., to manufacture wood alcohol; \$10,000 capital stock, has been incorporated by E. B. G. E. and A. E. Stevens, Buffalo.

Nashville Products Co., Nashville, Tenn., to manufacture floor-cleaning preparations and disinfectants, has been organized by I. W. King and Henry Foster, 912 Church street, Nashville, Tenn.

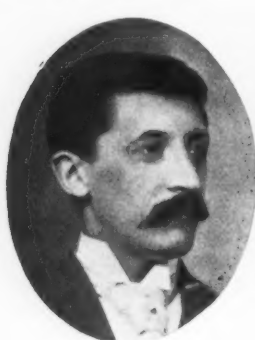
Praise High Standard of American Perfumer.

(From Lockwood, Brackett & Co., Soap Importers, Boston, Mass.)

THE AMERICAN PERFUMER has frequently served us materially not only as to its varied news items, but Dr. Thomssen's articles in the Soap Section have been of marked technical value. The market comments appear to be completely handled and gathered from particularly reliable sources.

IN MEMORIAM FOR DEPARTED FRIENDS.

- BASSETT, ALBERT G., of Bassett Supply Co., June, 1909.
 BENJAMIN, JOSEPH, soaps, Cincinnati, June, 1909.
 BERGMAN, FRANCIS B., soaps, Indianapolis, June, 1915.
 BROWN, DAVID SEYMOUR, founder Brown Soap Co., New York City, June, 1913.
 CLARK, LOUIS BRENT, retired secretary of Magic Soap Co., New Orleans, La., June, 1912.
 COFFIN, STURGIS, of Ladd & Coffin, New York, June, 1907.
 EAVENSON, ALBERT TAYLOR, J. Eavenson & Sons, Camden, N. J., June, 1910.
 ERGENS, JOSEPH EMILE, retired hair tonic manufacturer, Pleasantville, N. Y., June, 1916.
 FINNIE, JAMES P., founder and general manager Oliver-Finnie Co., extracts, etc., June, 1912.
 GEARY, WILLIAM, president of Kirk, Geary & Co., Sacramento, Cal., June, 1913.
 HEGENER, R. H., barbers' supplies' dealer Minneapolis, Minn., June, 1916.



ALOIS VON ISAKOVICS.



WM. H. SMITH.



J. O. SCHLOTTERBECK.



CHAS. E. SEITZ.

- HIRSCH, ISAAC, soaps, retired, Brooklyn, June, 1916.
 KATZENSTEIN, S., Star Extract Works, New York, June, 1913.
 METZGER, CHARLES F., Metzger Scentcraft Co., New York, June, 1911.
 PLAUT, ALBERT, of Lehn & Fink, New York, June, 1915.
 NEIDT, EDWARD C., retired manufacturer of soaps, San Diego, Cal., June, 1913.
 REID, ROBERT J., Franklin Chemical Co., Attleboro, Mass., June, 1909.
 SANDERSON, C. A., soaps, Danielson, Ct., June, 1912.
 SCHLEINER, ALEXANDER, soaps, Brooklyn, June, 1911.
 SEATON, CHARLES, of E. R. Squibb & Sons, June, 1906.
 WILLIAMS, D. W., of J. B. Williams Co., June, 1909.

Alois von Isakovics

Alois von Isakovics, proprietor of the Synfleur Scientific Laboratories, Monticello, N. Y., died on June 5 at his home, aged 47 years. He was born in Prag July 21, 1870, his father being Judge Advocate General of the Austrian army.

He was a very excellent student and completed a course in chemistry at the University of Vienna at a remarkably early age. In 1886 Mr. von Isakovics came to the United States, and in 1892 was naturalized.

Twenty-eight years ago the present business was established in New York, and as the result of a severe attack of illness in 1902, Mr. von Isakovics moved to Monticello. He

was ably assisted in the development of the business by his wife, whom he married in 1895, on the twenty-fifth anniversary of the wedding of the bride's parents, the ceremony being performed by the same minister, the Rev. Dr. Houghton.

The growth of this pioneer business has been remarkable, especially as it has been conducted entirely through the mails. No effort was ever spared to meet the wishes of an ever-growing clientele, and a striving for the ideal of service in every respect as a business goal was ever manifest in his dealings. Mr. von Isakovics found time to keep in touch with New York business and social affairs, and often attended meetings of the many societies and associations of which he was a member. He delivered a number of lectures at Columbia University on the Chemistry of Synthetic Perfume and Flavoring Materials, and also wrote a lengthy chapter on Essential Oils, Synthetic Perfume and Flavoring Materials for Dr. Allen Rogers' work "Industrial Chemistry."

The following are the organizations to which he be-

longed: Fellow New York Academy of Sciences, Fellow American Association for the Advancement of Science, Member American Chemical Society, American Electrochemical Society (charter member), American Pharmaceutical Association, Manufacturing Perfumers' Association, Franklin Institute, Society of Chemical Industry, England, Verein Deutscher Chemiker, Chemists' Club, Drug & Chemical Club.

Mr. von Isakovics was a man of charming personality and sterling integrity, and will be greatly missed by the many friends to whom he endeared himself.

Funeral services were held at his late home on Thursday evening, June 7, and interment was made in the family plot in Kensico Cemetery, near White Plains, the following day. Mrs. von Isakovics and four children survive.

Charles E. Seitz, of the Arabol Co.

Charles E. Seitz, for many years treasurer of the Arabol Manufacturing Co., manufacturers of chemicals, of this city, and father of Oscar Seitz, president of the Deutsches Journal, died May 23 from diabetes, at his home, El Paradiso, Grymes Hill, Staten Island. Services were held there on May 26. Mr. Seitz was born in Switzerland seventy-three years ago. At an early age he came to this country and engaged in chemical manufacturing. He was a member of the Arion Society, the Liederkrantz, Swiss Society and numerous charities and clubs. His wife, a daughter and two sons survive.

William H. Smith, of the Elsinore Co.

William H. Smith, president of the Elsinore Co., manufacturer of perfumes, flavoring extracts and toilet requisites, died in St. Francis Hospital, Poughkeepsie, N. Y., on May 30, as the result of injuries he received the previous evening when he was thrown down in the street by a taxicab. Mr. Smith had been an officer of the Elsinore company since its inception in 1897. Two years ago the business was moved to the new concrete factory just outside the limits of Poughkeepsie and since that time he had resided on his farm near by. Mr. Smith was 54 years old and is survived by his widow and two adopted sons. He was a member of Poughkeepsie Lodge of Elks and had won hosts of friends through his estimable qualities. The burial was at Stanfordville, Dutchess County, N. Y., his boyhood home.

Julius Otto Schlotterbeck.

Members of the Flavoring Extract Manufacturers' Association will receive with regret the news of the death of Julius Otto Schlotterbeck, former vice president and on the present executive committee of the association. Prof. Schlotterbeck died June 1 at Ann Arbor, where he was Dean of the College of Pharmacy of the University of Michigan. He was 52 years old. The professor was one of the leading pharmacognosists of the United States, and occupied a very high position in scientific pharmacy. He joined the American Pharmaceutical Association in 1888, and contributed many valuable papers to the proceedings. He was also active in the American Conference of Pharmaceutical Faculties of which he was president from 1910 to 1912. He was also a member of the American Chemical Society. For a time he was connected with the J. Hungerford Smith Co., of Rochester, N. Y. His widow and three children survive.

Charles Edmond Gallet

News has been received in this city of the death in Paris last month of Charles Edmond Gallet, head of the French perfumery house of Roger & Gallet. Mr. Gallet was a veteran of the Franco-Prussian War of 1870 and eleven members of his family are now at the front either as officers or non-commissioned officers. Mr. Gallet leaves a widow and numerous relatives. He was honorary president of the Chambre Syndicate de la Parfumerie and a chevalier of the Legion d'Honneur, besides having had other honors conferred upon him for his beneficial activities in civil, military and industrial spheres.

Obituary Notes.

John Hoge, wealthy retired soap manufacturer of Zanesville, Ohio, died June 6. He was a bachelor and a niece and nephew are the only heirs to an estate estimated to be worth \$1,000,000. Mr. Hoge formerly put out the Star brand of soap, but latterly had been in real estate.

Peter Meininger, for 48 years associated with George Hasley & Co., soap manufacturers of Pittsburg, Pa., died on May 13, aged 71 years. He came to this country from Germany when six years old. His widow, four sons and six daughters survive him.

SOLDIERS' GIFT WEEK

(Continued from page 105.)

with my boy at the front?" It will provide the vehicle that should give our products 'preferred location' among the items to be included in the innumerable 'comfort kits' that before long will pour into the camps in an unbroken stream.

"Soldiers' Gift Week will afford the retail trade another instance of the interest displayed in its welfare by a friendly and co-operative association of manufacturers. The effects of the week should be more or less permanent in that the thought suggested by 'Soldiers' Gift Week' will be kept alive both by those whose lads are at the front, as well as by the dealers who have made a success of the first week.

"September 1 will mark the opening of the training camps to provide for the national army called for by the President under the selective draft. The week of August 24 to 31 has therefore been determined upon as the most opportune time for Soldiers' Gift Week.

"In order to enable our members to co-operate with their trade in giving the widest possible publicity to 'Soldiers' Gift Week,' we have had a poster designed, a miniature reproduction of which is given herewith. The poster, which is to be distributed by the members among their customers will be 28 inches wide by 42 inches high, printed in red and blue on a white stock to give a red, white and blue effect.

"The American Lithographic Company will supply this poster to members for \$45 per thousand, including seals for affixing the poster to windows, etc. The aforementioned price will be subject to a discount of from 10 to 15 per cent. if a sufficiently large number of posters is ordered by a group of members.

"Will you kindly advise us by return of mail on the blank below of the number of posters you will require for distribution among your customers? A prompt reply will be appreciated so that the production of the posters can be proceeded with as soon as possible.

"In order to further 'Soldiers' Gift Week' we suggest that reference be made to it in all of your forthcoming dealer and consumer advertising, promotion matter, etc."

Tea Production of the World.

The world's production of tea in 1915-16 broke all records. India, Ceylon, and Java produced 100,000,000 pounds more than in 1914-15; the Indian harvest alone surpassed by more than 55,500,000 pounds that of the preceding year. The shipments from China show a constant diminution.—*L'Economiste Européen*.

Wealth, Health, Doctors and Autos.

Friend: What is the first thing you do when a man presents himself to you for consultation?

Doctor: I ask him if he has a car.

Friend: What do you learn from that?

Doctor: If he has one I know he is wealthy, and if he hasn't I know he is healthy.—*Western Druggist*.

PATENTS AND TRADE MARKS



NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,
Perfumer Pub. Co. 80 Maiden Lane, New York.

PATENTS GRANTED.

1,227,430. COLLAPSIBLE TUBE. Frederick William Gries, Watervliet, N. Y. Filed Aug. 16, 1916. Serial No. 115,291. (Cl. 221-60.)

A device of the class described embodying a cylindrical hollow body portion provided with an exteriorly threaded neck formed with an outlet slot, a perpendicular member formed contiguous with the upper end of the neck, a member threadedly mounted upon the neck and slidably mounted upon the perpendicular member for closing said cap.

1,229,029. CLOSURE FOR COLLAPSIBLE TUBES. William P. Burbage, Philadelphia, Pa. Filed April 29, 1916. Serial No. 94,437. (Cl. 221-60.)

The combination of a container having a collapsible wall and a nozzle formed with a side delivery opening; a plunger slidable in the nozzle; a cap movable to cover or uncover the opening at will; a spring operative between the plunger and said cap; and means for preventing the plunger from moving out of the nozzle into the container.

1,229,285. VANITY BOX. William G. Kendall, Newark, N. J. Filed March 22, 1916. Serial No. 85,968. (Cl. 132-34.)

A vanity box including a box proper, a cover having an encircling flange hinged to the box in such a manner that the flange encircles the upper edge of the box when the cover is closed, the flange of said cover being formed with an instruct annular bead intermediate, its height forming a stop to limit the closing of the cover, a removable element located against the inner face of the cover, and a split resilient locking ring engaging between the peripheral edge of the element and the bead to lock the element in place.

1,229,286. COMBINATION VANITY CASE. William G. Kendall, Newark, N. J. Filed January 25, 1917. Serial No. 144,510. (Cl. 132-32.)

A vanity case including a receptacle, a vertical partition wall extending transversely of the receptacle and providing at one side a main compartment, a false bottom secured in that portion of the receptacle at the other side of the partition wall, a longitudinal partition wall between the first partition wall and adjacent wall of the receptacle and resting on the false bottom whereby with the first partition wall and false bottom supplemental compartments are provided capable of receiving powder puffs, a leaf hinged to the receptacle and adapted in one position to lie within

the main compartment, powder cake supporting means upon opposite sides of the leaf, a cover for the receptacle, and tubular housings extending across the receptacle in the space between the true bottom and false bottom and reinforcing it, the housings each opening at one end through the wall of the receptacle and being adapted to receive rouge and pencil holders.

1,229,906. COMBINED CONTAINER AND EDUCATIONAL TOY. William More Decker, Buffalo, N. Y. Filed December 30, 1915. Serial No. 69,358. (Cl. 46-40.)

A combined powder receptacle and educational toy, comprising a pedestal adapted to receive printed matter, and a figure surmounting the pedestal, the pedestal and the figure being hollow and communicating with each other to form a goods container which extends throughout the height of the pedestal and the figure, the pedestal being provided in its bottom with a filling opening and the figure having a dispensing cap in its top.

DESIGN PATENTED.

50,837. BOTTLE. Arthur O. Freedman, New Haven, Conn., assignor to The Arthur Company, Inc., New Haven, Conn., a corporation of Connecticut. Filed Feb. 14, 1917. Serial No. 148,634. Term of patent $3\frac{1}{2}$ years. The ornamental design for a bottle, as shown.

TRADEMARK REGISTRATIONS GRANTED.

116,738.—Certain Named Foods.—Acme Packing Co., Chicago, Ill. Filed December 6, 1915. Serial No. 91,193. Published February 13, 1917.

116,753.—Liquid or Paste Detergent for the Hands, Fabrics, Machinery, Leather Dressing, and a Lubricant.—E. Y. B. Engelman, Noxen, Pa. Filed December 28, 1916. Serial No. 100,215. Published March 13, 1917.

116,770.—Certain Named Toilet Preparations.—Harold Korn, New York, N. Y. Filed December 14, 1916. Serial No. 99,941. Published March 20, 1917.

116,773.—Plastic or Paste Composition for Cleaning the Hands, Wood, Metal, Earthenware and Enamelled Ware.—Norman R. McAfee, Pittsburgh, Pa. Filed December 9, 1915. Serial No. 91,354. Published March 13, 1917.

116,788.—Tooth Paste and Beauty Powder, viz., Face and Toilet Powder.—The Pompeian Mfg. Co., Cleveland, Ohio. Filed January 31, 1917. Serial No. 101,069. Published March 20, 1917.

116,790.—Disinfectants.—Isidore Ressler, Detroit, Mich. Filed October 9, 1916. Serial No. 98,527. Published October 31, 1916.

116,806.—Toilet Soaps, Laundry Soaps, Scouring-Soaps, Washing-Powder, Washing-Tablets, and Silver-Polish. Union Pacific Tea Company, New York, N. Y. Filed February 4, 1916. Serial No. 92,643. Published March 13, 1917.

116,812.—Corn Solvent, Dandruff Remedy and Headache Tablets.—William C. Young, Buffalo, N. Y. Filed June 7, 1916. Serial No. 95,688. Published March 20, 1917.

116,816.—Certain Named Pharmaceutical Preparations. George Borgfeldt & Co., New York, N. Y. Filed September 6, 1916. Serial No. 97,819. Published March 27, 1917.

116,817.—Certain Named Pharmaceutical Preparations. George Borgfeldt & Co., New York, N. Y. Filed September 22, 1916. Serial No. 98,155. Published March 27, 1917.

116,818.—Certain Named Pharmaceutical Preparations. George Borgfeldt & Co., New York, N. Y. Filed October 5, 1916. Serial No. 98,429. Published March 27, 1917.

116,832.—Liquid Toilet Creams. William E. Evenson, Baraboo, Wis. Filed January 2, 1917. Serial No. 100,287. Published March 27, 1917.

116,836.—Syrups for Making Soft Drinks and Bottled Non-Alcoholic Still or Carbonated Beverages Made Therefrom. Florida Citrajuice Co., Winter Park, Fla. Filed February 9, 1917. Serial No. 101,267. Published March 27, 1917.

116,870.—Certain Named Chemical Preparations. The S. S. White Dental Manufacturing Co., Philadelphia, Pa.; New York and Brooklyn, N. Y., and Boston, Mass., Chicago, Ill., Atlanta, Ga., Cincinnati, Ohio, San Francisco and Oakland, Cal., Toronto and Montreal, Canada,

and Berlin, Germany. Filed May 24, 1915. Serial No. 86,873. Published March 27, 1917.

116,887.—Certain Named Abrasive, Detergent, and Polishing Materials. Durkee-Atwood Co., Minneapolis, Minn. Filed October 16, 1916. Serial No. 98,688. Published March 27, 1917.

116,894.—Washing Compounds in the Form of Tablets. Farquhar-Moon Manufacturing Co., Chicago, Ill. Filed February 1, 1917. Serial No. 101,092. Published March 27, 1917.

116,901.—Talcum Powder. Aurelius S. Hinds, Portland, Me. Filed January 31, 1917. Serial No. 101,066. Published April 3, 1917.

116,907.—Certain Pharmaceutical Preparations for Toilet Purposes. Daniel Lowenstein, New York, N. Y. Filed October 4, 1916. Serial No. 98,416. Published April 3, 1917.

116,912.—Perfumes, Toilet Waters, Rouge, Face Creams, Face and Sachet Powders, and Dental Cream. Maricatte et Cie., Indianapolis, Ind. Filed September 12, 1916. Serial No. 97,954. Published April 3, 1917.

116,919.—Deodorant. Perin, Inc., New York, N. Y. Filed January 17, 1917. Serial No. 100,682. Published April 3, 1917.

116,927.—Perfumes. Frederick Stearns & Co., Detroit, Mich. Filed February 5, 1917. Serial No. 101,181. Published April 3, 1917.

116,928.—Certain Named Chemicals and Pharmaceutical Preparations. Sterling Products Co., Inc., Brooklyn, N. Y. Filed January 12, 1917. Serial No. 100,560. Published April 3, 1917.

117,026.—Perfumes, Toilet Powders, Toilet Waters, and Sachets. Colgate & Co., Jersey City, N. J., and New York, N. Y. Filed January 31, 1917. Serial No. 101,057. Published April 10, 1917.

117,034.—Certain Named Foods. Genant & Flachslund, Syracuse, N. Y. Filed February 20, 1912. Serial No. 61,621. Published March 20, 1917.

117,042.—Extract of Lemon for Flavoring Foods. The Home Products Co., Newburgh, N. Y. Filed January 9, 1917. Serial No. 100,494. Published March 27, 1917.

117,043.—Talcum Powder, Perfume, Cold Cream, Sachet Powder, Toilet Water, and Face Powder. James S. Kirk & Co., Chicago, Ill. Filed May 24, 1916. Serial No. 95,397. Published April 10, 1917.

117,071.—Certain Named Foods. The W. H. Webb Packing Co., Bloomington, Ind. Filed February 19, 1917. Serial No. 101,525. Published March 27, 1917.

TRADE MARK REGISTRATIONS APPLIED FOR.

86,699.—Foley Bros. & Quinlan, Inc., St. Paul, Minn. (Filed May 18, 1915. Used since Sept. 1, 1897.)—Salad-oil.

89,137.—A. M. Smith & Co., London, Ontario, Canada. (Filed Sept. 10, 1915. Used since January, 1900.)—Extracts for food flavoring purposes.

91,002.—Grocery Stores Company, Seattle, Wash. (Filed Nov. 29, 1915. Used since Nov. 6, 1915.)—Lemon and vanilla extracts, olive oil.

93,862.—West Coast Soap Company, Oakland, Cal. (Filed March 24, 1916. Used since 1901.)—Soap.

95,537.—A. Henriette Spilker, Oak Park, Ill. (Filed May 29, 1916. Used since Oct. 16, 1914.)—Shaving creams.

95,930.—Cinnakol Chemical Sales Co., Bayonne, N. J. (Filed June 17, 1916. Used since June, 1915.)—Dentifrices, perfumery, etc.

96,713.—Herman J. Kohl, New York, N. Y. (Filed July 21, 1916. Used since July 6, 1916.)—A spot remover in the nature of a soap.

97,285.—Steinwender-Stoffregen Coffee Co., St. Louis, Mo. (Filed Aug. 11, 1916. Used since July 10, 1906, or earlier.)—Flavoring extracts for foods.

97,367.—American Alcohol Co., Inc., New York, N. Y. (Filed Aug. 16, 1916. Used since March 15, 1916.)—Alcohols other than ethyl.

98,378.—Begola Specialty Company, Inc., Buffalo, N. Y. (Filed Oct. 2, 1916. Used since the year 1885.)—Cleansing fluid.

(Continued on page 118)

FOREIGN CORRESPONDENCE AND MARKET REPORT

ENGLAND.

W. J. BUSH & Co., Ltd.—The annual report for 1916 shows a gross profit of £275,459. After providing for debenture interest, expenses, and directors' remuneration, and making allowances for depreciation, there is a net profit of £80,887. The directors propose to increase the general reserve by £30,000 and to pay a final dividend of 14 per cent on the ordinary shares, making 20 per cent for the year, leaving £43,502 to be carried forward.

FRANCE.

LYONS FAIR.—Forty-two million dollars' worth of orders were taken by American houses during the second Lyons Fair just closed. The total of the transactions registered during the fair was about eighty million dollars, so the share of the United States was a little more than half. There were about three times the number of exhibitors who were at the first fair, and the importance of the transactions is considered by the promoters as proving a most satisfactory progress. The following perfume material firms were represented: Descollonges Freres, Lyons; J. Mero & Boyveau, Grasse; Societe Chimique des Usines du Rhone, Lyons; R. Subinaghi & Co., Milan; Vinard, Shumetz & Monschein, Vallauris; Gattefossé & Fils, Lyons.

ITALY.

STAMP TAX.—The stamp tax of 10 centesimi (0.10 lira) on perfumery, cosmetics, toilet preparations and medicinal specialties, reported on page 54 of our April issue, has been reduced to 5 centesimi for each lira of value. It applies to articles selling for more than 20 centesimi. Unscented common soaps are exempt, unless put up in toilet shape. The new tax is effective July 1. Stamps must be affixed to imported articles on arrival, unless placed in warehouse, when eight days grace is given to affix the stamps.

OLIVE CROP.—Consul F. T. F. Dumont, Florence, says: According to advance information obtained, the estimated yield of olive oil for all Italy for 1916 will amount to 46,010,237 gallons, as compared with 39,969,600 gallons in 1915, and a seven-year average of 46,632,960 gallons. The yield of olive oil in the Departments of Emilia and Tuscany is estimated at 3,183,153 gallons, compared with a seven-year average of 4,363,920 gallons. The olive crop was a failure in Tuscany. The exportation of olive oil to foreign countries is forbidden, but in the 11 months ended November 30, 1916, there was exported by special permit 10,320 short tons; this compares with exports of 43,510 tons in 1915.

SWEDEN.

PROHIBITIONS.—The following articles have been added to the list of goods which are now prohibited for exportation from Sweden to all countries and also in transit through Sweden: Palm wax, and other vegetable wax; disinfectants containing soap, such as lysol and creolin; formic acid, lactic acid, benzol oils, cresol, naphthalene, creosote oil, carbolineum, and other similar products of the distillation of coal-tar, resin, turpentine, and other natural balsams.

THE MARKET.

Essential Oils, Aromatic Chemicals, etc.

Demand for essential oils and aromatic chemicals in general has not been quite so urgent as was the case prior to the outlook for a ten per cent addition to import duties all down the line. Activity is still noted in seasonable products, however, and in not a few instances have higher trading levels been established. The uncertainties of future arrivals are still having an effect on the situation, as statistics which have come to light show material decreases in imports.

The Sicilian oils are relatively firm and, according to last advices from Messina, the market at that center is dearer. The statistics just received show total exports of bergamot oil from Messina during 1916 as 350,000 pounds against 232,000 pounds in the same time a year ago. Exports of oil of sweet orange during the same period aggregated 211,000 pounds, against 155,000 pounds in 1915, while a decrease was noted in the exports of oil of lemon to 1,450,000 pounds, comparing with 1,635,000 pounds in 1915. Citronella oil shipments from Java have shown quite a falling off thus far this year, the total for the first three months having been 61,356 pounds, as against 82,103 pounds in the same three months last year.

Apprehension over the outcome of this season's crop has prompted holders to revise their views on peppermint oil to \$2.35@2.50 per pound for bulk and this has brought out a sympathetic advance in prices for bottled oil as well as redistilled peppermint. Spearmint is also higher in sympathy and dealers now ask \$2.00 minimum. New crop receipts of both peppermint and spearmint oils are expected to come forward some time within the next thirty days and some change is expected for the near future.

An advance of 50 cents was scored in the price of oil of erigeron owing to increasing scarcity of spot supplies. There was a much firmer market all round on African and Bourbon geranium oils. Zanzibar clove oil jumped to \$2.00 per pound minimum, and this had an effect on several synthetic products, such as eugenol and vanillin. No important change came to light in oil of neroli, but reports from abroad indicate that distillation of the new French crop is now taking place, and judging from the reports received the oil yield from the flowers will be poor, owing to a lengthy period of drought, which was succeeded by heavy rains.

Canada snake root took a sensational rise during the interval to \$15.00@16.00 per pound, which compares with former prices of \$8.50. Among domestic oils there were some radical upward revisions in spruce, hemlock and pine needles. Aspic "spike" declined about 30 cents on freer offers. In sympathy with the high cost of the seed oil of fennel advanced 25 cents. The course of South American oils has been upward in sympathy with higher freights and the most prominent feature has been the increased prices asked for petit grain and pimento.

The jump in quotations for U. S. P. grain and sugar cane alcohol has had quite an influence in the market for aromatic products of synthetic manufacture. There has been no relief from the scarcity of vanillin and prices are in most instances nominal. Skatol has practically disappeared from

(Continued on page 118.)

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Cinnam

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Cloves,

Copaiba

Coriand

Croton

Cubebs

Erigeron

Eucalyp

Fennel,

Geranium

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Ginger,

Ginger

Guaiac

Hemloc

Juniper

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Lemon

Lemong

Limes,

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Linaloe

Mace,

Mustar

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Neroli,

Nutmeg

Opopon

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)
(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.

Almond Bitter, per lb.	\$12.00-12.50	Orange bitter	2.50-3.60	Citronellol, domestic	14.00-20.00
" F. F. P. A.	12.75-13.00	Orange, sweet, Italian	3.00-3.25	" foreign	20.00-24.00
" Artificial	5.00-5.50	" sweet, W't Indian	2.50-2.70	Cumarin, natural	nom.
" Sweet True	.90-1.00	Origanum	.22-.50	" artificial, domestic	19.00-20.00
" Peach-Kernel	.32-.35	Orris Root, concrete, foreign	5.25-6.00	" foreign	19.00-20.00
Amber, Crude	1.00-1.50	Orris Root, concrete, domestic	3.75-4.00	Diphenylmethane	nom.
Rectified	1.50-2.00	Orris Root, absolute (oz.)	40.00-45.00	Diphenyloxide	nom.
Anise	1.05-1.10	Parsley	8.00	Ethyl Cinnamate	nom.
" Lead free	1.15-1.25	Patchouly, foreign	22.00-25.00	Eucalyptol	1.45-1.60
Aspic (Spike)	.80-1.40	" domestic	nominal	Eugenol	3.00-3.50
Bay, Porto Rico	2.30-2.50	Pennyroyal, American	1.50-1.75	Geraniol, domestic	4.50-5.00
Bergamot, 35-36%	6.00-6.25	" French	1.25-1.50	" foreign	6.00-6.50
Birch (Sweet)	2.25-2.50	Peppermint	2.35-2.50	Geranyl Acetate	5.50-6.00
Bois de Rose, Femelle	.375	" redistilled	2.55-2.75	Heliotropine, domestic	7.75-8.00
Cade	1.00	Petit Grain, South American	3.75-4.00	" foreign	5.00-6.00
Cajuput	.80-.85	" French	6.50-8.00	Indol, C. P. (oz.)	nom.
Calamus	.375	Pimento	3.00-3.25	Iso-Butyl-Salicylate	nom.
Camphor, Japanese, "white"	.16-.20	Pine Needles	1.45-1.50	Iso-Eugenol	3.75-4.25
Caraway Seed	7.00-7.25	Rose	21.00-22.00	Linalol, from bois de rose	6.00-7.00
Cardamom	26.00-27.00	" synthetic	2.50-2.75	Linalyl Acetate	10.00-12.00
Carvol	10.00	Rosemary, French	.85-1.00	" Benzoate	nom.
Cassia, 75-80% Technical	1.20-1.25	" Spanish	.60-.65	Methyl Anthranilate	11.00-12.00
" Lead free	1.30-1.35	Rue	4.00-4.50	" Cinnamate	7.25
" Redistilled	1.75-1.95	Sage	4.25	" Heptenone	nom.
Cedar Leaf	.80-.90	Safral	.40-.50	" Heptene Carbonate	nom.
" Wood	.15-.20	Sandalwood, East India	12.00-12.50	" Paracresol	16.00
Celery	22.00	" West India	6.00	" Salicylate	.75-.90
Cinnamon, Ceylon	22.00	Sassafras, artificial	.28-.30	Mirbane, rect. drums	.20
Citronella, Ceylon	.55-.60	" natural	.85-.95	Musk Ambrette	nom.
" Java	.85-.90	Savin	6.50	" Ketone	nom.
Cloves, Zanzibar	2.00-2.05	Snake Root	15.00-16.00	" Xylene	14.00
" Bourbon	2.10	Spearmint	2.00-2.10	Nonylic Alcohol	nom.
Copaiba	1.00-1.10	Spruce	.90-.95	Phenylacetaldehyde	50.00-60.00
Coriander	13.00-15.00	Tansy	2.25	Phenylethyl Alcohol	52.00
Croton	.90-1.00	Thyme, French, red	1.35-1.40	Phenylacetic Acid	nom.
Cubebs	5.50	" white	1.50-1.65	Rhodinol, domestic	14.00-16.00
Erigeron	1.50-1.60	" Spanish, red	1.35-1.40	" foreign	18.00
Eucalyptus, Australian, 70%	.70-.75	Verbena	6.00	Skatol, C. P. (oz.)	nom.
Fennel, Sweet	4.00-4.50	Vetivert, Bourbon	12.00-15.00	Terpineol, domestic	.40-.60
Geranium, African	5.00-5.10	" Indian	30.00-55.00	" foreign	1.25
" Bourbon	4.75-5.00	Wintergreen, (genuine gaultheria)	4.00-4.50	Terpinyl Acetate	2.75-3.00
" Turkish (palma rosa)	3.50-3.75	Wormwood	3.25-3.50	Thymol	16.75-18.25
Ginger	8.00-8.25	Ylang-Ylang, Bourbon	12.00-15.00	Vanillin	.65-.70
Gingergrass	2.00	" Manila	28.00-40.00	Violet, Artificial	7.50-12.00
Guaiac (Wood)	6.00				
Hemlock	.90-.95				
Juniper Berries, twice rect.	14.00-15.00				
Kananga, Java	3.75-4.00				
" Rectified	4.50-4.75				
Lavender, English	22.00				
" Fleurs	5.00				
" Spanish	1.00-1.25				
Lemon	1.20-1.25				
Lemongrass	1.25-1.40				
Limes, distilled	2.75-2.85				
" expressed	6.25-6.50				
Linaloe	2.85-3.50				
Mace, distilled	1.40-1.50				
Mustard, genuine	22.00-26.00				
" artificial	22.00-26.00				
Neroli, petale	50.00-60.00				
" artificial	12.00-20.00				
Nutmeg	1.50-1.60				
Opoponax	16.00				

AROMATIC CHEMICALS.

Acetophenone	nominal.
Amyl Salicylate, domestic	2.75-3.00
" foreign	7.00-8.00
Anethol	2.50-2.75
Anisic Aldehyde	6.50
Benzaldehyde, domestic	4.50-5.00
" F. F. C., domestic	5.00-5.50
Benzyl Acetate, domestic	6.00-7.00
" foreign	nom.
" Alcohol	nom.
" Benzoate	10.00-11.00
Borneol	4.00
Bornylacetate	4.50
Bromstyrol	nominal
Cinnamic Acid	nom.
" Alcohol	nom.
" Aldehyde	3.50
Citral	3.00-3.25
" C. P.	3.50-3.75

BEANS.

Tonka Beans, Angostura	.90-1.00
" Para	.65-.70
Vanilla Beans, Mexican	5.00-6.50
" Cut	3.75-4.25
" Bourbon	2.25-3.25
" Tahiti	1.50-1.60

SUNDRIES.

Ambergris, black (oz.)	12.00-15.00
" gray	25.00-28.00
Chalk precipitated	.04½-.10
Civet, horns (oz.)	2.25
Cologne Spirit (gal.)	3.10-3.25
Menthol	3.10-3.15
Musk, Cab., pods (oz.)	8.00-10.00
" grains	15.00-20.00
" Tonquin, pods	20.00-20.50
" grains	29.50-30.00
Orris Root, Florentine, whole	.16-.18
" powd. and gran.	.19-.22
Rice starch	.24½
Talc, Italian (ton)	30.00-35.00
" French	20.00-25.00
" Domestic	12.00-30.00

THE MARKET.

(Continued from page 116.)

the market. Artificial mustard has also been more difficult to obtain, and prices are nominal around a basis of \$22.00@26.00. The latest revision in the market included a decline in thymol to \$16.75@18.25 per pound, due to lack of important demand and increased offerings.

Vanilla Beans

The heavy demand which has developed during the past few weeks for vanilla beans from extract makers has pretty well cleared off the coming crop, according to the latest authentic advices with regard to the situation. Despite the fact that advices from Vera Cruz report conditions unchanged both as regards the financial situation and the poor crop outlook, it is anticipated that a further upturn will take place. The precipitate jump in alcohol has had an influence on the price of the beans, the range on the whole variety having widened out to \$5.00@7.00 per pound, while the cuts have been firm within the range of \$4.00@4.50 per pound, although offerings are occasionally made at \$3.75 per pound.

In sympathy with the strengthening of the market on all varieties of Mexican beans there has been an improvement in the price situation in the Bourbon variety which had been offered here at prices relatively cheaper than the former variety. So urgent has been the demand that even inferior grades of Bourbon beans have been quoted at a substantial premium over previous prices. While trade authorities conflict somewhat in their views as to what the future course of Bourbon vanilla beans will be, it is clear that, despite the fact that stocks abroad are light, the high ocean tariffs prevailing and the uncertainties with regard to future importations are bound to keep the tone of the market firm.

Heavy buying for account of large manufacturers has about cleared up the supply of South American beans. Only one or two highly expensive lots now remain on the market. The Guadeloupe beans were quoted firm on the basis of \$3.50@4.25 per pound as to quality. The situation in Tahiti beans was quiet and prices were shaded somewhat to \$1.45@1.50 per pound.

TRADE MARK REGISTRATIONS APPLIED FOR.

(Continued from page 115.)

- 98,381.—Celluloid Starch Company, New York, N. Y., and New Haven, Conn. (Filed Oct. 3, 1916. Used since Sept. 19, 1916.)—Scouring powder.
- 99,305.—True Blue Drug Co., Columbus, Ohio. (Filed Nov. 14, 1916. Used since Oct. 1, 1915.)—Rose cream, tooth paste.
- 100,534.—The E-Ze Products Co., Inc., New York, N. Y. (Filed Jan. 11, 1917. Used since Jan. 6, 1917.)—A detergent paste for cleaning the human skin, textile fabrics, leather and imitation leather.
- 100,616.—The Dental and Toilet Products Corporation, New York, N. Y. (Filed Jan. 10, 1917. Used since Dec. 1, 1916.)—A tooth paste.
- 100,708.—Mary Abbie Hall, Tulsa, Okla. (Filed Jan. 18, 1917. Used since Aug. 1, 1916.)—Hair tonic and scalp treatment.
- 101,213.—Charles Isenberg, Philadelphia, Pa. (Filed Feb. 7, 1917. Used since Sept. 1, 1916.)—Face powder.
- 101,530.—Herman S. Belber, Philadelphia, Pa. (Filed Feb. 20, 1917. Used since Jan. 4, 1916.)—Hair remover.
- 101,578.—Rice Cereal & Milling Co., Fort Wayne, Ind. (Filed Feb. 21, 1917. Used since Dec. 16, 1915.)—Rice powder, face powder and talcum powder.

- 101,636.—The Armand Company, Des Moines, Iowa. (Filed Feb. 24, 1917. Used since July 27, 1916.)—Toilet soaps.
- 101,749.—Smith, Kline & French Company, Philadelphia, Pa. (Filed Feb. 26, 1917. Used since Dec. 1, 1916.)—Talcum powder, sachet powder, face powder and perfumes.
- 101,883.—Mary L. Sullivan, New York, N. Y. (Filed March 3, 1917. Used since Feb. 1, 1916.)—Cleansing cream, tissue cream, astringent lotion, complexion powder and liquid rouge.
- 102,013.—Newell & Bro., San Francisco, Cal. (Filed March 9, 1917. Used since the year 1879.)—Scouring soap.
- 102,014.—Newell & Bro., San Francisco, Cal. (Filed March 9, 1917. Used since the year 1889.)—Kilting and Laundry soap.
- 102,015.—Newell & Bro., San Francisco, Cal. (Filed March 9, 1917. Under 10-year proviso. Used since June, 1888.)—Scouring soap.
- 102,135.—Curry Chemical Company, Atlanta, Ga. (Filed March 14, 1917. Used since Oct. 1, 1916.)—Toilet lotions.
- 102,387.—Paris Fashion Company, Chicago, Ill. (Filed March 23, 1917. Used since March 10, 1917.)—Shampoos.
- 102,543.—The Edward Wesley Company, Cincinnati, Ohio. (Filed March 28, 1917. Used since Oct. 24, 1916.)—A toilet lotion for use on the skin.
- 102,682.—Colgate & Co., New York, N. Y. (Filed April 3, 1917. Used since April 2, 1917.)—Mouth washes and dental washes.
- 102,737.—Ernest Fazakerley, Chicago, Ill. (Filed April 5, 1917. Used since Jan. 1, 1912.)—Preparation for skin and scalp diseases, eczema, dandruff, falling hair.
- 102,796.—The Schuster Company, Cleveland, Ohio. (Filed April 7, 1917. Used since Dec. 8, 1914.)—Flavoring extracts for confectioners, bakers, ice cream manufacturers and household use.
- 102,821.—Leo E. Schoenfeld, Chicago, Ill. (Filed April 9, 1917. Used since March 29, 1917.)—Olive oil.
- 102,824.—Bauer-Hancock Co., Anderson, Ind. (Filed April 9, 1917. Used since Dec. 28, 1916.)—A cleaning compound.
- 103,193.—E. W. Youngken, Philadelphia, Pa. (Filed April 21, 1917. Used since March 1, 1916.)—Liquid shampoo.
- 103,210.—James S. Kirk & Company, Chicago, Ill. (Filed April 23, 1917. Under 10-year proviso. Used since March 1, 1888.)—Soap.
- 103,212.—Lambert Pharmacal Company, St. Louis, Mo. (Filed April 23, 1917. Used since Jan. 10, 1917.)—Toilet creams.
- 103,298.—Interstate Cotton Oil Refining Co., Sherman, Tex. (Filed April 25, 1917. Used since April 5, 1917.)—Laundry soap.
- 103,307.—John T. Stanley Co., Inc., New York, N. Y. (Filed April 25, 1917. Used since June, 1908.)—Toilet soap.
- 103,349.—Fuller-Morrison Company, Chicago, Ill. (Filed April 27, 1917. Used since December, 1916.)—Talcum powder.
- 103,350.—Fuller-Morrison Company, Chicago, Ill. (Filed April 27, 1917. Used since December, 1916.)—Talcum powder.
- 103,394.—Interstate Chemical Company, Jersey City, N. J. (Filed April 28, 1917. Used since Feb. 6, 1917.)—Soaps.
- 103,867.—Lambert Pharmacal Company, St. Louis, Mo. (Filed May 16, 1917. Used since October, 1912.)—Tooth paste.

Olive Oil Shipments from Spain.

A cable received May 5 from a prominent shipper at Malaga by his New York agents appears to settle the question as to the attitude of the Spanish Government as to exports of olive oil. The cable stated that after May 31 no shipments of yellow olive oil can be made to foreign countries from Spain without special permit.



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BENEFITS OF ASSOCIATIONS.

In a recent issue we called attention to the fact that under present conditions it was advisable that an association of soap manufacturers be formed. While there has been some response to this suggestion, no definite method of procedure toward the formation of such an association has been devised. When the question of taxing toilet soaps came before the Congressional Financial Committee it fell to the lot of a few of the soap manufacturers to be on the spot to protest against such a tax. Through the efforts of the few, toilet soap manufacturers in general will undoubtedly be benefited. This condition should not exist, as all of those interested in the soap industry should co-operate in matters of this sort.

The Manufacturing Perfumers' Association has recently addressed the following letter to us, and it is with pleasure that we reprint it and thus bring it to the attention of such manufacturers who are not already members of this body. The work that this association has done is fully outlined and needs no further comments, as the letter explains itself. Truly, it is expedient that all of those soap manufacturers who are not members of this organization have their share of the interest in the Manufacturing Perfumers' Association. President Spiehler says:

THE MANUFACTURING PERFUMERS' ASSOCIATION OF THE UNITED STATES.

Office of the President, Rochester, N. Y., June 12, 1917.
The American Perfumer and Essential Oil Review, 80 Maiden Lane, New York City.

Gentlemen:—Your publication reaches not only the perfumery, but also the entire toilet preparation industry as well as soap manufacturers. Inasmuch as these two latter industries have very much in common with the manufacturing perfumers, thought it would be a good plan to ask your journal to aid us in the solicitation for membership of all manufacturers of toilet soaps, and also manufacturers of toilet preparations.

The benefits derived by joining the Manufacturing Perfumers' Association are certainly far in excess of the benefits derived from the usual trade associations. Just to outline a few features, would call attention to the following:—

- Registration of trade names.
- Credit Information Bureau.
- Services of able counsel.

We are now ready to prosecute all manufacturers who misbrand their goods. We are strong for "Made in America."

We are not ashamed of our products, but believe toilet soaps, perfumery and other toilet preparations lead the world.

In legislative matters, we are alert and through our

activities we are able to present to the members of Congress facts which in many cases have brought about changes favorable to our industry.

As one recent illustration, the repeal of the obnoxious stamp taxes, to say nothing of the amendment secured in the different State legislations all over the country in the radical prohibition measures introduced.

In the present revenue bill under consideration by Congress, the Manufacturing Perfumers' Association has been actively and aggressively represented, and has secured the promise of important modifications of the original draft of the bill, which will be of untold value to all manufacturers of toilet preparations, and at this writing prospects are very favorable, that on account of combining our activities with allied drug associations, we will again prevent the passage of a law to affix stamps to our packages, and in this bill, toilet soaps are included, whereas in the previous bill they were not required to be stamped.

We have also secured the promise of the exemption of the Gore Prohibition Amended Tax on material used from which alcohol is made. The 10 per cent. duty increase has also been stricken from the list and inasmuch as all toilet soap manufacturers benefited by these laws it seems quite appropriate and opportune that they join this association not only to share any benefit of legislation matters, but also in some of the other features mentioned above.

Hoping that you will see fit to aid us in our campaign to increase membership among these classes of trade, I am,

Yours truly,

A. M. SPIEHLER.

MANUFACTURE OF SOFT SOAPS.

In the Provisional Specification of their new British Patent, No. 4,560 of 1916, Robinson Bros., Ltd., of Ryder's-green, West Bromwich, and H. Swithenbank, of the same address, chemist, declare the nature of the invention to be as follows:—This invention relates to a process for producing a soft soap; perfectly transparent and highly soluble in water, using soda as a base, thereby substantially reducing the cost of manufacture. At the same time, a large proportion of the glycerol contained in the oils used is recovered; this is not so in the ordinary manufacture of potash soaps. In order to produce a soda soft soap we treat vegetable oils and fats, animal oils and fats, marine animal oils and fats with sulphuric acid, preferably commercial white acid 168° Tw. (specific gravity 1.84). A sulphonic fatty acid is thus produced, and this product is mixed with water and allowed to settle out, the lower aqueous layer being then drawn off. This contains the glycerol, which can be recovered by the usual processes. The sulphonated fatty acids are then mixed with the requisite amount of caustic soda, gentle heat is applied, and the soft soap is formed. Caustic soda solution of specific

gravity 1.25 is found to be the most satisfactory to use for saponifying the sulphonated fatty acids, the necessary quantity of water being added afterwards to bring the soap to a suitable consistency. Bleaching agents, medicinal chemicals, detergents and disinfectants may, of course, be added to meet the requirements of the trade. The following may be given as an example of the process:—Into 100 parts of Japan fish oil (sardine oil, which has a decidedly strong odor) there are run slowly 25 parts of sulphuric acid of specific gravity 1.84 while stirring continuously. A rise of temperature takes place, which must not exceed 40° Centigrade. When this operation is complete the mass is allowed to stand for twenty-four hours. At the end of this time an equal quantity of water is added, and thoroughly incorporated by agitation, the whole being then allowed to stand, when it will be found to have separated in two layers—the upper one of oil and the lower one of acid water. The lower layer of water is run off, neutralized with sodium carbonate, and treated in the usual way for the recovery of the glycerol. The upper layer of oil is transferred to a suitable vessel, and saponified with the necessary quantity of caustic soda, gentle heat being applied, when a clear transparent soap is formed. Water is added to the required strength, and detergents, disinfectants, medicinal chemicals and so forth may be added when required, the process being thus completed. A perfectly sweet and odorless soap is produced, all the fishy smell having disappeared.

PROCTER & GAMBLE BONUSES.

According to an official announcement made by Col. Cooper Procter, head of the Procter & Gamble Co. of Cincinnati, that concern has decided to take cognizance of the heavy increase in the cost of living throughout the nation and boost the wages of over 13,500 employees of that concern employed at Macon, Kansas City, Mo.; Port Ivory, Staten Island, New York; Ivorydale, Ohio; Hamilton, Ont., and Cincinnati by a net raise of 20 per cent where the wages of any individual is less than \$2,500 annually per person. This exceedingly heavy raise of one-fifth is to continue at least as long as the European war lasts. Col. Procter stated that any employee will be aided to buy liberty war bonds if they choose.

The Procter & Gamble Co. has numerous cotton seed oil mills throughout Georgia and the south, being counted the largest national user of that southern product, and the annual increase in wages paid the operators of these mills will amount, it is estimated, to at least a million dollars. Col. Procter stated that his concern had taken the extraordinary step in a spirit of patriotism and as an example to other large corporations.

Reads Perfumer from Cover to Cover.

(From M. G. Roth, President and General Manager Hopfinger & Roth Co., Soaps, Perfumes, Toilet Goods, etc., St. Louis.)

We have carefully noted the new Soap Industry Section of your journal and we are very much interested in it.

Personally I await the coming of your magazine every month, as I get a great deal of information from it which I could obtain in no other way I know of. I generally read your journal from cover to cover, including every advertisement.

Your editorials are a splendid help to anyone interested in the perfume and toilet article line and we certainly would not be without the magazine as long as we can secure it.

COCOANUT OIL PRODUCTION.

The American Linseed Co., which has become an important factor in the coconut oil industry of this country since the start of the European war, has recently purchased the Bayonne and Soho Park, N. J., plants of the Nucoa Butter Co. In acquiring this property the American Linseed Co. will be able to compete more successfully for Atlantic seaboard business. The company operates the plants of the Pacific Lead and Oil Works, San Francisco, and the Sawtay Products Co., of Chicago.

Production of coconut oil in this country during the last three years has increased enormously. Imports of copra, or coconut meat, have increased from 60,076,664 pounds in 1914 to 162,370,903 pounds in 1916, with indications for a substantial gain over last year's total for 1917. While the bulk of the coconut oil produced in this country is consumed by the soap manufacturers, the utilization of this oil in the production of butter substitutes is making rapid headway. The Nucoa Butter Co. was organized for the manufacture of coconut butter, etc.

ANALYZING FATTY OILS.

When oils are treated with strong sulphuric acid for the measurement of the rise of temperature, according to Tordell's test (this J., 1904, 668), evolution of sulphur dioxide invariably occurs. This observation forms the basis of a new analytical constant for characterizing fatty oils of various origins. The sulphur dioxide value is expressed as the number of c.c. of N/10 iodine solution reduced by the sulphur dioxide evolved by 20 c.c. of the oil when treated with 5 c.c. of pure sulphuric acid, sp. gr. 1.8417. The following values are given for various oils tested at 20° C.: Olive, 2.4; sesame, 49.5; cottonseed, 137.5; maize, 65; soya, 223; colza, 15; earthenut, 7. A number of samples of olive oil of Italian origin, with which the rise of temperature varied from 42.2° to 46.1°, gave sulphur dioxide values ranging between 2.1 and 2.6. Owing to the very considerable difference between the sulphur dioxide value of olive oil and those of other oils commonly used for adulteration, this new constant should prove of service in detecting such adulterations.—A. Mazzaron. *Staz. Sperim. Agrar. Ital.*

Characterization of Vegetable Oils in Animal Fats.

The presence of vegetable oils can be ascertained by the reactions with digitonine and acetate of phytosteryl (J. Marcusson & H. Schilling). The oil or fat is shaken with a hot alcoholic solution of digitonine. The digitonide obtained is separated, washed with ether and transformed into acetate by heating with acetic anhydride. In the presence of pure vegetable oils, the crude acetate will have a high melting point near that of acetate of phytosteryl, while in the presence of animal fats the melting point of the acetate of cholesterol will be constant after two recrystallizations and will not exceed 114°C. If the melting point exceeds 116°C. the presence of vegetable oil is certain. The mineral oils do not hinder the test and it is possible to detect 5% of vegetable oil in the mixtures containing mineral oil.

An Historic Cake of Soap.

There has come into the possession of A. & F. Pears Ltd., England, a circular piece of soap, 4 inches in diameter and about 1 inch thick, which is one of the first cakes of Pears' Transparent Soap manufactured by Andrew Pears, the inventor, about the year 1789. This interesting industrial souvenir has stamped upon it the words "A Pears, the Original Inventor," and has been preserved in the family from generation to generation.

METHODS FOR ANALYSIS OF FATS AND OILS

Report of the Committee on Editing Methods of Analysis Presented to the Association of Official Agricultural Chemists.*

(Continued from Page 92, May, 1917.)

DETERMINATION.

13

Saponified 75 grams of the sample in a metal dish with 60 cc. of 30% sodium hydroxid solution (36° Baumé) and 75 cc. of 95% alcohol by volume or 120 cc. of water. Evaporate to dryness over a very low flame or on an iron or asbestos plate, stirring constantly. Dissolve the dry soap in a liter of boiling water and, if alcohol has been used, boil for 40 minutes to remove it; adding sufficient

water to replace that lost in boiling. Liberate the fatty acids by adding 100 cc. of 30% sulphuric acid (25° Baumé) and boil until they form a clear, transparent layer. Wash with boiling water until free from sulphuric acid, collect in a small beaker and place on a steam bath until the water has settled and the fatty acids are clear; then decant into a dry beaker, filter while hot and dry 20 minutes at 100°C. When dried, cool the fatty acids to 15°-20°C. above the expected titer and transfer to the titer tube, 25 by 100 mm. (1 by 4 inches) and made of glass about 1 mm. in thickness. Place in a 16 ounce wide-mouthed bottle of clear glass, 70 by 150 mm. (2.8 by 6 inches), fitted with a perforated cork, so as to hold the tube rigidly when in position. Suspend the standard thermometer so that it can be used as a stirrer, and stir the mass slowly until the mercury remains stationary for 30 seconds. Then allow the thermometer to hang quietly, with the bulb in the center of the mass, and observe the rise of the mercury column. The highest point to which it rises is regarded as the titer of the fatty acids.

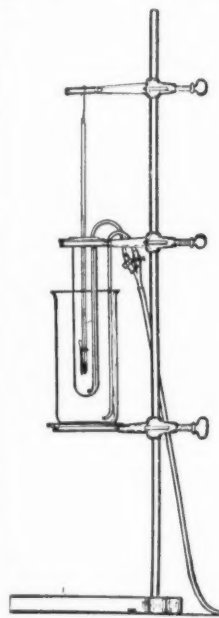


FIG. 12. APPARATUS FOR THE MELTING POINT DETERMINATION.

Test the fatty acids for complete saponification as follows:

Place 3 cc. in a test tube and add 15 cc. of 95% alcohol by volume. Bring the mixture to a boil and add an equal volume of ammonium hydroxid (sp. gr. 0.96). A clear solution should result. The titer must be made at about 20°C. for all fats having a titer above 30°C., and at 10°C. below the titer for all other fats.

14 *Glycerol-Potassium Hydroxid Method.—Tentative.*
Heat 75 cc. of glycerol-potassium hydroxid solution (25 grams of potassium hydroxid in 100 cc. of high-test glycerol) to 150°C. in an 800 cc. beaker; then add 50 cc. of the oil or melted fat, previously filtered if necessary to remove foreign substances. Saponification often takes place almost immediately, but heating, with frequent stir-

ring, should be continued for 15 minutes, avoiding a temperature much above 150°C. When the saponification is complete, as indicated by the perfectly homogeneous solution, pour the soap into an 800 cc. casserole containing about 500 cc. of nearly boiling water, add carefully 50 cc. of 30% sulphuric acid and heat the solution, with frequent stirring, until the layer of fatty acids separates out perfectly clear. Transfer the fatty acids to a tall separatory funnel, wash 3-4 times with boiling water to remove all mineral acids, draw the fatty acids off into a small beaker, and allow to stand on a steam bath until the water has settled out and the acids are clear. Filter into a dry beaker and heat to 150°C. on a thin asbestos plate, stirring continually with the thermometer, transfer to a titer tube, fill it to within 2.5 cm. of the top and take the titer as directed in 13.

IODIN ABSORPTION NUMBER.

Hübl Method.—Official.

15

REAGENTS.

(a) *Hübl's iodine solution.*—Dissolve 26 grams of pure iodine in 500 cc. of 95% alcohol by volume. Dissolve 30 grams of mercuric chloride in 500 cc. of 95% alcohol by volume. Filter the latter solution, if necessary, and mix the 2 solutions. Let the mixed solution stand 12 hours before using. The solution loses strength with age, but can be used so long as 35 cc. of N/10 thiosulphate are equivalent to 25 cc. of the iodine solution.

(b) *N/10 sodium thiosulphate.*—Standardize this solution as follows: Place in a glass-stoppered flask 20 cc. of the N/10 potassium dichromate and 10 cc. of the 15% potassium iodide solution. Add 5 cc. of strong hydrochloric acid. Dilute with 100 cc. of water and allow the N/10 sodium to flow slowly into the flask until the yellow color of the liquid has almost disappeared, add a few drops of the starch indicator and, with constant shaking, continue to add the N/10 sodium thiosulphate until the blue color just disappears.

(c) *Starch indicator.*—Prepare as directed under VII., 3 (a).

(d) *15% potassium iodide solution.*

(e) *N/10 potassium dichromate.*—The dichromate solution should be checked against pure iron.

16

DETERMINATION.

Weigh about 0.500 gram of fat, or 0.250 gram of oil (0.100-0.200 gram in the case of drying oils which have a very high absorbent power), into a 500 cc. glass-stoppered flask or bottle. Dissolve the fat or oil in 10 cc. of chloroform. Add 30 cc. of the Hübl iodine solution in the case of fats, or 40-50 cc. in the case of oils. Place the bottle in a dark place and allow to stand for 3 hours, shaking occasionally.

This time must be adhered to closely in order to obtain good results. The time allowed does not give the complete iodine absorption power of an oil or fat and can not be compared with determinations in which 6-12 hours have been used. It gives very satisfactory comparative results, but the time factor must be closely observed.

The excess of iodine should be at least as much as is absorbed. Add 20 cc. of the 15% potassium iodide solution, shake thoroughly and then add 100 cc. of water, washing

* From the Journal of the Association of Official Agricultural Chemists.

down any free iodine that may be found on the stopper. Titrate the iodine with the N/10 sodium thiosulphate, adding the latter gradually, with constant shaking, until the yellow color of the solution has almost disappeared. Add a few drops of the starch indicator and continue the titration until the blue color has entirely disappeared. Toward the end of the titration, stopper the bottle and shake violently, so that any iodine remaining in solution in the chloroform may be taken up by the potassium iodide solution. Conduct 2 blank determinations along with that on the sample. The number of cc. of the N/10 sodium thiosulphate required by the blank less the amount used in the determination gives the thiosulphate equivalent of the iodine absorbed by the fat or oil. Ascertain the iodine number by calculating the per cent by weight of iodine absorbed.

Hanus Method.—Official.

17

REAGENTS.

Hanus' iodine solution.—Dissolve 13.2 grams of iodine in 1 liter of glacial acetic acid (99.5%) which shows no reduction with dichromate and sulphuric acid. Add enough bromine to double the halogen content as determined by titration (3 cc. of bromine are about the proper amount). The iodine may be dissolved by heating but the solution should be cold when the bromine is added.

A convenient way to prepare the Hanus solution is as follows: Measure 825 cc. of acetic acid which has shown no reduction by the dichromate test and dissolve in it 13.615 grams of iodine with the aid of heat. Cool and titrate 25 cc. of this solution against the N/10 sodium thiosulphate. Add 3 cc. of bromine to 200 cc. of acetic acid and titrate 5 cc. of the solution against the N/10 sodium thiosulphate. Calculate the quantity of bromine solution required exactly to double the halogen content of the remaining 800 cc. of iodine solution as follows:

$$\frac{B}{A} = \frac{C}{800}$$

A = — in which

A = cc. of bromine solution required.

B = 800 × the thiosulphate equivalent of 1 cc. of iodine solution;

C = the thiosulphate equivalent of 1 cc. of bromine solution.

Example: 136.15 grams of iodine are dissolved in 8250 cc. of acetic acid. 30 cc. of bromine are dissolved in 2000 cc. of acetic acid. Titrating 50 cc. of the iodine solution against the standard thiosulphate shows that 1 cc. of the iodine solution equals 1.1 cc. of the thiosulphate (0.0165 gram of iodine). Titrating 5 cc. of the bromine solution shows that 1 cc. of the bromine solution equals 4.6 cc. of the thiosulphate. Then the quantity of bromine solution required to double the halogen content of the remaining

$$8200 \times 1.1$$

8200 cc. of iodine solution is equivalent to

$$4.6$$

or 1961 cc. Upon mixing the 2 solutions in this proportion, a total volume of 10161 cc. is obtained, containing 135.3 grams of iodine. In order to reduce this solution to the proper strength (13.2 grams iodine per liter), $10161 \times 13.2 = 134.1$; $135.3 - 134.1 = 1.2$ grams of iodine present in

$$1.2 \times 1000$$

excess, or

$$13.2$$

be added.

The other reagents used are described under 15.

18

DETERMINATION.

Weigh about 0.500 gram of fat, or 0.250 gram of oil (0.100-0.200 gram in the case of drying oils which have a very high absorbent power), into a 500 cc. glass-stoppered flask or bottle. Dissolve the fat, or oil, in 10 cc. of chloroform, add 25 cc. of the Hanus iodine solution and allow to stand for 30 minutes, shaking occasionally. The excess of iodine should be at least 60% of the amount added. Add 10 cc. of the 15% potassium iodide solution and continue as directed under 16.

Saponification Number (Koettstorfer Number).—Official.

1

REAGENTS.

(a) *N/2 hydrochloric acid.*—Prepare as directed under I, 16 (a).

(b) *Alcoholic potassium hydroxide solution.*—Dissolve 40 grams of the purest potassium hydroxide in 1 liter of 95% redistilled alcohol by volume. The alcohol should be redistilled from potassium hydroxide over which it has been standing for some time, or with which it has been boiled for some time, using a reflux condenser. The solution must be clear and the potassium hydroxide free from carbonates.

20

DETERMINATION.

Weigh accurately about 5 grams of the filtered sample into a 250-300 cc. Erlenmeyer flask. Pipette 50 cc. of the alcoholic potassium hydroxide solution into the flask, allowing the pipette to drain for a definite time. Connect the flask with an air condenser and boil until the fat is completely saponified (about 30 minutes). Cool and titrate with the N/2 hydrochloric acid, using phenolphthalein as an indicator. Calculate the Koettstorfer number (mg. of potassium hydroxide required to saponify 1 gram of fat). Conduct 2 or 3 blank determinations, using the same pipette and draining for the same length of time as above.

21

Soluble Acids.—Official.

Place the flask, used in 20, on a water bath and evaporate the alcohol. Add such an amount of N/2 hydrochloric acid that its volume plus the amount used in titrating for the saponification number will be 1 cc. in excess of the amount required to neutralize the 50 cc. of the alcoholic potassium hydroxide solution added, and place on the steam bath until the separated fatty acids form a clear layer on the upper surface of the liquid. Fill to the neck with hot water and cool in ice water until the cake of fatty acids is thoroughly hardened. Pour the liquid contents of the flask through a filter into a liter flask. Fill the flask again with hot water, set on the steam bath until the fatty acids collect at the surface, cool by immersing in ice water, and again filter the liquid into the liter flask. Repeat this treatment with hot water 3 times, cooling and collecting the washings in the liter flask after each treatment. Titrate the combined washings with N/10 alkali, using phenolphthalein as an indicator. Subtract 5 (corresponding to the excess of 1 cc. of N/2 acid) from the number of cc. of N/10 alkali used and multiply by 0.0088 to obtain the weight of soluble acids as butyric acid. Calculate the percentage of soluble acids.

(To be continued)

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

OILS AND FATS IN GERMANY*

Gradually all the leading necessities of life in Germany have been officially centralized for economic reasons, it having been found that the necessities of a state of war could no longer countenance free buying and selling of such commodities. It took some time to carry out the whole of the official program and, at first, some murmuring was encountered; but, at the present juncture, the wisdom of the course taken has been generally recognized and readily accepted. These remarks are especially applicable to the case of oils and fats.

First of all special attention was given merely to the requirements of the military; the quantities needed for the army and navy were secured and the civilians were left to purchase all they needed in the open market. However, as the war dragged on this became impossible, and in February, 1915, the "War Committee for Vegetable and Animal Oils and Fats" was formed in order to buy up all the requisite raw materials and control the just distribution of all existing stocks. The committee's first step was to prepare statistics as to production and consumption. The most careful estimate possible was made of production, export and import, and this led to the conclusion that Germany's annual consumption of vegetable oils was 560,000 tons, and of animal fats, 1,900,000 tons.

Of the latter some 430,000 tons went into technical uses, and it was here that the firm effort at economy was made. The War Committee succeeded in reducing this consumption to 40,000 tons. The industrial world was called upon to assist to the utmost by employing substitutes wherever feasible; the apothecaries, druggists and chemists agreed to a system of rationing their supplies; and a similar restriction was adopted by the Catholic churches in connection with their supplies of illuminating and sacramental oils.

But the most difficult problem of all was the restriction of these materials in connection with the food of the people. Although many other peoples can do with less fat than the Germans, the climatic conditions are different. Then, too, the Teuton method of living gives such an important role to carbohydrates that any comparison in this respect is hardly fair. It is also impossible to feed a nation according to fundamental principles applied to catering for prison camps and the like. Hence fatless days were introduced; the consumption of fats in kitchens, restaurants and preserve factories officially curtailed; the use of cream was forbidden and many other similar orders were issued in quick succession. All this, however, proved insufficient; finally, it became necessary to confiscate all oils and fats whatsoever and the whole nation was placed on short rations.

A very large quantity of fat and grease was saved by the introduction of the laws controlling the manufacture of soaps. Right now Germany has found substitutes for all of the normal fats and oils of peace time except a bare 7 per cent. Of course, the war soap is not to everybody's taste; it contains too much clay, moss, etc., for that; yet it is usable, and effects a great economy of carbohydrates.

A second important regulation dealt with the supply of resin which, of course, plays a very important part in the varnish, paint and paper industries. As imports had ceased it was necessary to take other steps and, first of all, all suitable trees in Germany were tapped. This year resin has been collected wherever possible, not only in

the Fatherland (about 60,000 acres available) but also in the occupied territories. It is believed that in this way sufficient resin will be secured to meet most, if not all, of the most pressing requirements; this will enable Germany not only to carry out her soap program, but will also be of very great assistance to her paint and paper industries. This important experiment, the first of its kind in Germany, has so far proved satisfactory. It was no easy task to obtain all the plates, metal sheets, and iron accessories required; still it was managed—somehow. The varnish industry has found a further aid in the form of Cumaran resin, a product obtained by washing heavy benzole with sulphuric acid. In itself it has but little in common with resin, but its action is very similar and it is also peculiarly adapted for use in the varnish trade.

Another obvious expedient, of course, was the recovery of oil and fat from waste and from sources never before utilized. Large acres were sown with sunflowers, poppies and other oil seed plants. Beech nuts and other oil-bearing products of field and forest were systematically gathered, mostly by school children. A systematic collection of bones has gone on.

The experiment made in 1915 with fruit kernels did not hold much promise; but in 1916 better results were obtained. It was at first difficult to find suitable machinery for crushing the kernels without spoiling the oil. The Biehnert Mills at Dresden finally succeeded in satisfactorily solving this problem, so that the collection of kernels will be actively proceeded with throughout 1917. A further rich source for the supply of oil has now been discovered in maize shoots which are removed and the oil extracted; the same thing is being done in the case of sprouting rye and barley.

The utilization of fatty yeasts has so far not yielded much result. This year, however, walnut and grape kernels are to be used for yielding oil, and fats are also to be extracted from glue leather (glover's clippings and furrier's waste). All raw beef and sheep fat will also be collected. So far no less than 4,000 so-called "fat-cutters" are at work in Germany and the occupied territories. To all these methods we must finally add the recovery of oils from the seeds of weeds, and also from asparagus, ash and acacia seed, acorns, chestnuts, diatomic slimes, fish, fish waste, mineral oils, etc., while fats will also be extracted from drainage sediments and the like.

SCOURING OF TEXTILE MATERIALS.

A lecture on "The Scientific Principles Underlying the Process of Scouring Textile Materials" was delivered by Dr. S. A. Shorter, of Leeds University, at the Dewsbury Technical School recently. He said that in general a dirty object was one whose surface was covered with a thin layer of greasy matter in which were embedded small particles of dirt; both the grease and the dirt being insoluble in water (which was therefore by itself an extremely inefficient cleanser).

The addition of certain substances to the water caused the grease to be emulsified (i. e., split up into very fine drops and distributed throughout the solution) and the dirt released. It was necessary first to study the process of emulsification. If oil were shaken up with water, it was found to be difficult to form very small drops. Moreover, on standing the oil drops rapidly coalesced and formed a

* From the *Scientific American*.

separate layer. The addition of certain substances, such as soap, to the water enormously facilitated the process of subdivision of the oil, and prevented the coalescence of the droplets formed.

The difficulty of subdivision of the oil was due to the contractile tendency of the surfaces separating fluids. The action of soap and other emulsifying agents was to diminish this "surface tension." The diminution of the surface tension might be studied quantitatively by means of the stalagmometer or "drop-measurer." This instrument was arranged so as to send at a suitable rate through a small orifice a definite volume of oil into the solution under investigation. If the rate of delivery of the oil were sufficiently slow, the surface tension caused the oil to issue in a series of drops instead of in a continuous stream. The size of the drops was a measure of the surface tension. If oil were passed into water the drops were large, indicating a large surface tension. If soap were added to the water the size of the drops was much diminished, indicating a diminution of the surface tension. The effect of alkali depended on the nature of the oil used.

With olive oil a marked diminution of the surface tension was produced, whereas with benzene there was no such effect. This, of course, was in agreement with the fact that alkali would emulsify olive oil but not benzene. The explanation of this difference was that the real emulsifying agent was not the alkali, but the soap formed in the surface layers by the union of the alkali and free fatty acid in the olive oil. If a little fatty acid were added to the benzene they got emulsification and lowering of the surface tension. The emulsifying action of an ordinary scouring liquor was thus of a twofold nature, being partly due to the "surface activity" of the actual soap dissolved in the liquor, and partly to that of the soap formed by the alkali in the liquor and fatty acid in the grease.

In the case of an otherwise clean material stained with a neutral mineral oil, the effect must be due entirely to the dissolved soap. It was shown that the addition of alkali to a soap solution increased the "surface activity" of the soap, and should therefore increase the cleansing effect, though it had no effect alone. This was verified by practical experience. It was well known that the addition of alkali to a soap solution increased its effect in the case of mineral oils.

The next question that arose was that of the prevention of the redeposition of the particles of dirt and grease on the surface of the object. One important factor was the well-known "Brownian motion." Small particles in water were found to be in continual haphazard motion. This motion was due to the impacts of the water molecules, which, owing to the smallness of the particle, did not exactly balance.

This Brownian motion was evidently the more violent the smaller the particle; it was, therefore, desirable that coagulation of the particles should not occur. The coagulation was prevented in two ways. The coalescence of the oil-droplets was prevented by the presence of an extremely thin skin of soap which surrounded each droplet. Moreover, the likelihood of actual contact of the particles of dirt and oil was diminished by the fact that all such particles possessed a charge of negative electricity, as did also the surface of the textile fibre. This charge existed even with pure water, but it was greatly increased by the presence of alkali, so that the particles repelled each other, and were repelled by the fibre.

DETERGENT ACTION OF SOAP.

The observations in connection with these researches were carried out with the stalagmometer, an instrument of the type of a pipette, filled with benzene or other immiscible liquid, designed to deliver drops from its up-turned point when held below the surface of the solution to be tested. The number of drops formed in the discharge of a measured volume was counted, giving the "drop number," which is approximately inversely proportional to the surface tension; a large drop number corresponds to a large "surface activity." In a solution of soap consisting of free hydrolysis alkali and acid soap, the latter exercises no "surface activity"; this was proved by the stalagmometer filled with pure benzene immersed in soap solutions to which increasing quantities of hydrochloric acid were added. As the decomposition of the soap progressed the drop number fell until it became practically equal to that obtained with pure water. The influence of alkali in soap solutions was studied by adding oleic acid to the benzene and comparing the increased drop number with that of pure benzene; soap solutions containing various ratios of alkali to fatty acid were employed. In a "neutral" soap solution, with molecular ratio of acid: alkali=1.0, the "surface activity" of the free hydrolysis alkali was only about one-fifth of that of the undecomposed potassium oleate; it was slightly more in a more alkaline soap and considerably less in one with higher acid: alkali ratio. The "surface activity ratio" increased only slightly with increase in concentration of the soap solution, because the degree of hydrolysis decreases in more concentrated solutions. Hence the detergent action of solutions of neutral or slightly alkaline soaps is due mainly to the undecomposed soap. The view that the detergent action of soap is due to its colloidal nature is supported by observations carried out on "Sapon," an alkaline detergent containing no fat, prepared by the action of strong alkalis on cereals. This colloidal detergent showed a "surface activity" in the stalagmometer comparable with that of soap solutions; this method, therefore, is capable of determining the value of a detergent containing "surface active" colloids other than salts of fatty acids. The addition of alkali to a soap solution increases the "surface activity" of the soap, even to pure benzene, and its detergent action is improved, probably by a modification in a favorable sense of its colloidal condition; the addition of saline electrolytes also increases the "surface activity," but in a minor degree. It is suggested that this action of alkali on the soap may be quite as important as its specific action on the fatty acids of the grease.—*Journal Soc. Dyers and Col.*

Kelp Potash Plant Ready in August.

In spite of the many other problems that have been receiving attention of the Bureau of Soils of the United States Department of Agriculture, the kelp plant on the Pacific coast has not been neglected. The plan is to salvage potash from the kelp and the theoretical production for the plant now under construction is five tons a day. This plant is being erected at Summerland, Cal., and according to present plans will be in operation early in August.

Patent on Saturated Compounds, Etc.

Saturated compounds of fatty acids, their glycerol compounds, and other esters, from their unsaturated compounds. The Hydroil Co., Ltd. Jap., 30,057. The unsaturated initial materials are treated with H or hydrogenous gases in the presence of heated powdered metallic oxides, by means of which their saturated compounds are obtained, respectively.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page.)

resale lots being on the market around a basis of \$2.70@2.75 per 100 pounds. Soda ash futures remain around \$1.90@2 per 100 pounds, basis for 1918 delivery.

High test caustic potash has shown little change during the period under review. The minimum range on prices extends from 83 to 90 cents per pound for goods varying from 88 to 92 per cent., while for three months' contracts concessions of 3 to 5 cents below these prices are being quoted. Lower test goods are held at 63 to 66 cents by dealers. The market on carbonate of potash has continued largely nominal, with offers reported on a basis of 35@50 cents per pound occasionally.

Further advances have been scored in the various mineral acids owing to the sold up condition of the market. The position of sulphuric acid is unusually strong, and consumers are confronted with difficulties in the matter of placing additional contracts. Because of the usage of brimstone and pyrites in manufacturing operations, there are only two prices for the lower grades of sulphuric acid.

New Orleans to Have Rosin Market.

The Turpentine and Rosin Producers' Association has returned the standard glass types to the board of trade in New Orleans. This set was furnished the board of trade when plans were originally intended to create an open market in New Orleans. The glass type for D rosin has been secured and is included, giving the board of trade a set of twelve. It is understood to be the intention of producers to sell on the new X grade, and a glass type for that grade is also included. The action is taken to be preliminary to the creation of an open market in New Orleans.

More Peanut Oil Mills for the South.

The great increase in the production and consumption of peanut oil at high prices is reflected in the greater activity in manufacturing peanut oil by Southern mills. These new plants are to be built: Hightower Peanut Oil Mill, at Brundidge, Ala.; Young, Sanders & Adams, at Dothan, Ala., and the Sea Island Cotton Oil Mill, of Charleston, S. C., will build a peanut oil mill at Suffolk, Va.

Soap Imports Into New Zealand.

With regard to the prohibition of the importation of soap into New Zealand which has been manufactured in or exported from any place other than the United Kingdom, a British possession, or France, save with the consent of the Minister of Customs, the Board of Trade has received copy of an Order-in-Council which also permits the importation of soap into the Dominion when manufactured in or exported from Italy or Japan. The permit will be extended to American manufacturers.

Patent on Obtaining Palmitic Acid.

Obtaining palmitic acid and glycerol from Japan wax by hydrolysis. R. Nishiyori. Jap. 30,210. The fused Japan wax, at 50-70°, in which the fatty acid content has been reduced to less than 5 per cent. is poured into the solution of milk of lime, adding a small quantity of overburned gypsum, and the mass is heated for a long time at 105-110°.

Italy Exempts Common Soaps from Tax.

Italy's new stamp tax decree exempts common unscented soaps from the 5 centesimi tax per lire unless sold in shapes used for toilet soaps, when the tax applies.

Dressing Your Advertising.

You dress carefully before making a speech at a banquet. Why not keep your advertising well-dressed when you talk to the much greater audience of those who read and consider your propositions?—*Confectioners' Journal*.

Soaps and Oils in French Indo-China.

(From Consul Lawrence P. Briggs, Saigon.)

Many vegetable oils are produced in Tonkin and Anam. One of the most important is badiane, or anise-seed oil. Star anise is cultivated by the natives near the Chinese border in upper Tonkin, and the oil is exported to Europe. It was thought that the loss of the German market and the prohibition of the manufacture of absinthe in France would seriously affect this industry; but the demand seems to remain normal, and the production is keeping pace with the demand.

Castor, coconut, and peanut oils are produced in considerable quantities in various parts of Indo-China, particularly in Tonkin and Anam. Castor oil is produced mainly in Tonkin; coconut oil, near Bongson, north of Quinhon in southern Anam, and peanut oil in all parts of Indo-China, but particularly near Quinhon. The soap factory at Haifong utilizes annually about 120 metric tons of peanut oil, 100 tons of coconut oil, and various quantities of other native vegetable oils, particularly cottonseed oil, sesame oil, garcinia oil, and camelia oil.

The soap factory at Haifong turned out during 1915 about 1,200 tons of soap, valued at about \$150,000, while by-products brought this amount up to \$200,000. The increase, nearly 100 per cent. over the output of previous years, is due mainly to reorganization and better management. High freight rates and handicaps to European production contributed to this prosperity by diminishing competition. A small factory at Saigon turned out about 200 tons of coarse product. Practically all the raw materials of these two factories are of native origin.

Potash From Sargasso Sea.

The search for potash has extended to the Sea of Sargasso, whose only known use hitherto has been to serve as a grave yard for derelict ships. Captain W. S. Warner, of Tampa, Fla., writes the *Manufacturers' Record* that plans are completed and he is now seeking construction materials and mechanical outfit for an 8,000-ton, seagoing barge, combining a seaweed harvester, potash reduction plant and storage facilities. His plan is to build a floating, continuous process potash recovery plant, which will be towed to that great expanse of vegetation known as the Sargasso Sea and there operate to convert the seaweed, which is said to contain 9 per cent of potash, into commercial potash. The plant is to have a capacity of 200 tons of ashes per day and a storage capacity for two weeks' supply.

Patent on Bleaching Fatty Acids.

Decomposing oils and fats and bleaching the fatty acids so obtained. B. E. Reuter. U. S. 1,219,485. Oils or fats, e. g., soap stocks, are decomposed with H₂O, about 0.1-0.4 per cent. of a catalyst such as Twitchell reagent, and with one per cent. or less of H₂SO₄, and the mixture is boiled for 12-18 hours while continuously agitated. The fatty acids formed are then bleached, e. g., by "decolorin." White soaps may be made from the product, with full recovery of glycerol from the fats.

Solubility of Calcium and Magnesium Soaps.

W. FAHRION. Chem. Umschau.—Water dissolves 90 mg. oleic acid per l. in the form of Calcium salt and 224 mg. in the form of Magnesium salt, but varies much with exptl. conditions; presence of NaCl increases the solvency. Water hydrolyzes the Calcium soap more than the Magnesium soap and therefore Calcium or Magnesium content cannot be made the basis for calculating the soap content.

Soap at \$1.60 a Bar in Berlin.

Sunlight Soap was 8m. per bar in Berlin at the end of last month, and a cucumber cost 5m. The mark is worth a shilling there, but less outside the country.—*London Chemist and Druggist*.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

The continued advance in tallow practically culminated when Prime Packers in Chicago reached 19@19½ cents and the general price of New York special tallow in drums was 18½ cents per lb.

The eastern market did not follow values prevailing in the west, mainly because considerable quantities of South American tallow were being offered for re-sale, and this increased the nervousness of some of the melters here, who deemed it advisable to sell ahead without waiting for a further advance. Considerable quantities of country tallow bought by speculators in the expectation that tallow would pass 20 cents per lb., was then hastily urged for sale, which could not fail to depress the market; and oleo stearine became very weak, selling as low as 17¾ cents per lb., thus frightening prospective purchasers, who would ordinarily have considered the 2 cents per lb. reaction as a fair level on which to resume purchases.

Unless new factors arise, now unforeseen, to sustain values, it is likely that the market will continue to ease off during the remainder of this month, and probably during a part of July. Coconut oil is comparatively cheap, and this has also aided in depressing tallow.

New York special tallow latest sale is 17¼ cents per lb., making a decline of 1¼ cents from the highest price reached. This seems hardly a sufficient reaction, all things considered.

TOBIAS T. PERGAMENT.

June 18, 1917.

GLYCERINE.

Specially Written for This Journal by W. A. Stopford.

During the past week or ten days, the tallow and fat markets have eased off considerably. Tallow declined from 18½ cents to 17¼ cents, loose, for City Special. This has had an effect on the Glycerine market, and as a result, Dynamite went from 60 cents to 58½ cents. Crude has also eased off, but Chemically Pure is still quoted at the highest price reached, viz., 61 cents, although possibly some resale lots might be purchased a little under this figure, but as such parcels are not large, they can very quickly be taken off the market. There is an inquiry for a round lot of Dynamite for export for one of the foreign Allied Governments, and if this business should go through, it should raise values considerably. On the other hand, a great many expect to see lower fat markets, which are customary at this time of the year in normal times, but these being abnormal times, we may not see the decline which was witnessed last year. With an increasing soap business, the production of Glycerine is undoubtedly growing larger as time goes on, but with a demand for war purposes and for export, it is hardly to be expected that there will be any surplus.

Vegetable Oils.

Numerous downward readjustments have been established in the market for vegetable oils utilized by soap makers. The principal feature of the market has been the easement in coconut oil prices as the result of heavy arrivals of cheap copra. The exports of copra from the Dutch East Indies for the first three months of 1917 alone reached the phenomenal total of 13,100,503 pounds, as against 6,800 pounds in the corresponding period a year ago. While bearish views are entertained in not a few quarters, several of the largest soap makers in the country still incline to the view that a firm market will continue to prevail since much of the cheap raw material that has arrived has already gone into consumption.

Just now buyers are showing reluctance to commit themselves to any extensive purchasing policy, the fact that the semi-annual invoice period is here being a deterring element. Some of the bearish views of operators are apparently not justified, however, although it is presumed that nothing short of hand-to-mouth business will be seen for some time. The market has been practically cleared of prime red oil at 15¾ cents and for the limited offerings noted, 16@16½ cents is asked. The market for spot soya bean oil is very firm with sellers asking 15 cents per pound in barrels. The arrivals of soya bean are comparatively light and most of them find their way into immediate consumption.

Olive, peanut and palm oil lags have worked up to limits higher than the views of Eastern buyers and trading has, therefore, languished somewhat. Accumulations are noted on the Pacific Coast, which may be pressed for sale at a later date. The entire situation for the time being seems to be a waiting one and the feeling among buyers that adherence to a hand-to-mouth policy in the matter of purchasing until at least the first of July comes around will benefit them seems to be quite general. A somewhat better inquiry developed for rosins and the market showed a hardening tendency.

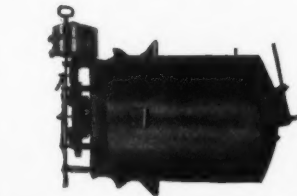
Chemicals.

The continued car shortage all over the country brought about by the policy of the leading railways in keeping Eastern cars in Eastern territory, and Western cars in Western districts, has been responsible for extremely small receipts of caustic soda. The demand from export sources has continued a feature of no little interest, and has kept spot offerings down to a low point. There has been a further elevation of spot values in consequence, and prompt material has been generally bringing \$6.25@6.35 per hundred pounds in the open market. Futures have been unsettled, with August delivery quoted at \$6.50, although for 1918 \$3 per 100 pounds is quoted on the basis of 60 per cent. f. o. b. works. Soda ash has been hanging fire, large

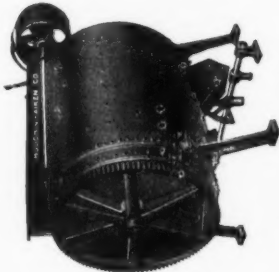
(Continued on preceding page.)

SOAP MATERIALS.

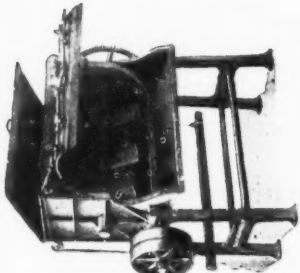
Glycerine, C. P., 61@62½c.
 Dynamite, 58½c.
 Crude, soap lye, 80 per cent. loose, 43c.
 Saponification, 80 per cent. loose, 47@47½c.
 Castor Oil, 23¾@24c.
 Coconut, Cochiti, 25@30c.; Ceylon, 18c.
 Coconut oil, domestic Cochiti, 18@19c.; domestic Ceylon, 16½@17½c.
 Corn, crude, 15¾@16c. nominal.
 Cottonseed, crude, tanks, 1.09; refined, \$16.30.
 Olive, denatured, \$1.55@1.60; prime foots, 19@19½c.
 Palm, Lagos, 18@18½c.; red prime, 16@17c.
 Palm oil, domestic, 17@17½c.
 Peanut, \$1.35@1.40.
 Soya bean, 14½@15c. nominal.
 Tallow, special loose, New York, 17¾c.; tallow, city, 17¼c.; grease, yellow, 16¾@17¼c.; brown, 15¾@16¼c.
 Chemicals, etc., Borax crystals and granular, 8@8½c.
 Caustic potash, 88 to 92 per cent., 83@90c.
 Caustic soda, 76 per cent., \$6.25@6.35 per 100 pounds.
 Carbonate potash, calcined, 80 to 85 per cent., 35@50c.
 Red oil, saponification, 15@16c.
 Salt, common, fine, 92c.
 Soda ash, 58 per cent., \$2.70@2.75 per 100 pounds.
 Soda silicate, "iron free," 3½@4½c.
 Sulphuric acid, 60 degrees, \$23.00@25.00 per ton.
 Starch, pearl, \$2.85@2.91; powdered, \$2.90@3.00.
 Stearic acid, single pressed, 23c.
 Stearic acid, double pressed, 24½c.
 Stearic acid, triple pressed, 26c.
 Zinc, oxide, American, 11½@14c.
 Rosin, water white, \$7.30 per barrel.
 Rosin, window glass, \$7.15 per barrel.
 Rosin, Nancy, \$6.85 per barrel.
 Rosin, Mary, \$6.75 per barrel.
 Pine oil, sweet, 69@71c.



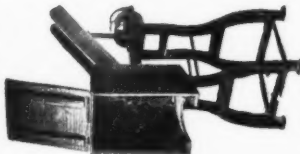
PERFECTION Cutter.



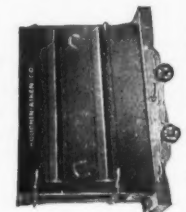
HORIZONTAL Cutter.



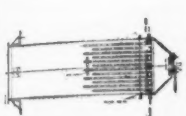
IDEAL Amalgamator.



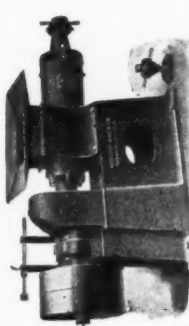
Soap Chipper.



STANDARD Soap Frame.



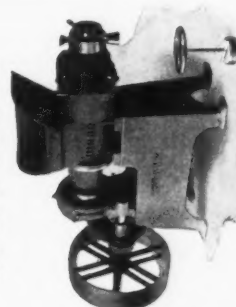
ACME Remelter.



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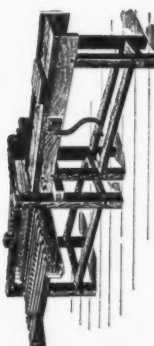


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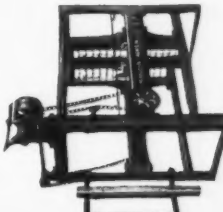
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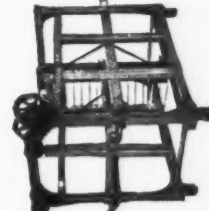
DOUBLE BACK Cutter.



AIKEN Power Cutter.



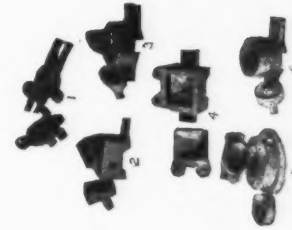
AIKEN Power Slabber.



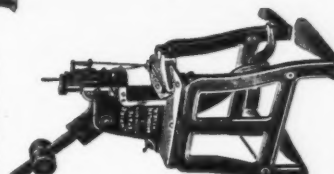
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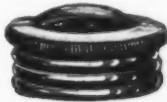
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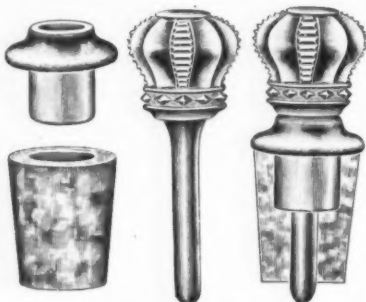
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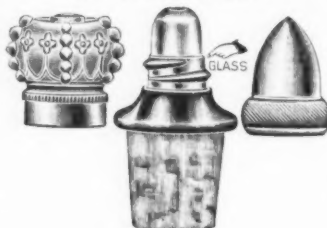
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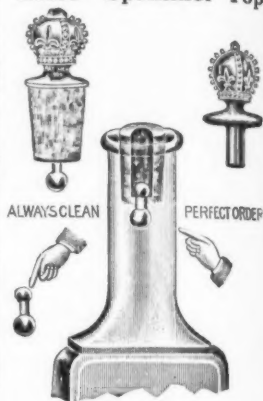
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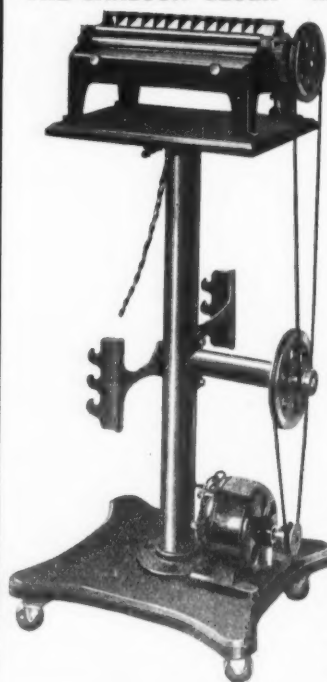
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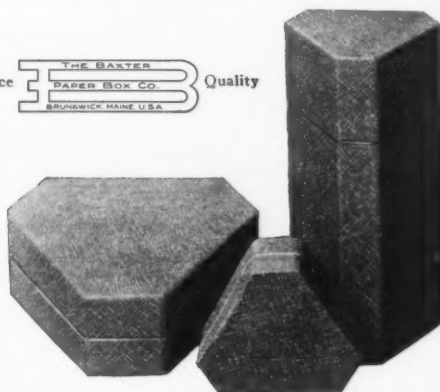
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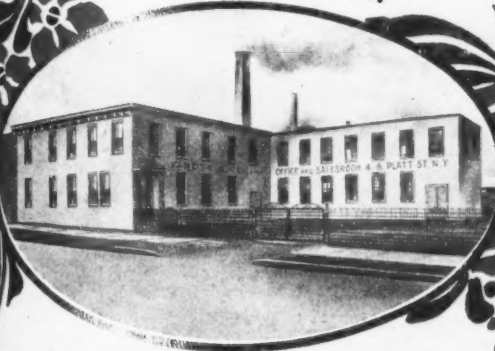
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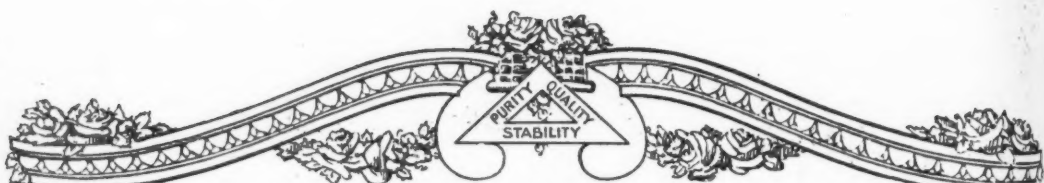
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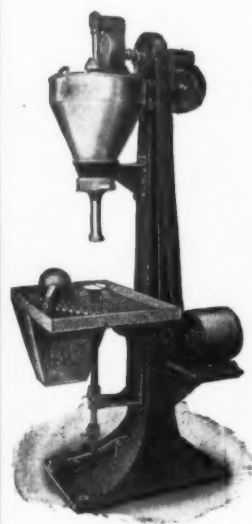
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